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THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 83

SEPTEMBER 26, 1930

Number 12

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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SEPTEMBER 20, 1930

Chicago and New York

Sell More Lard by Improving Lard Quality

*Lard Color, Flavor and Stability
May Be Improved by Studying and
Adopting Proper Operating Methods*

Lard must be made better—as well as sold better—if it is to hold its own in competition with other cooking fats.

Recognizing this fact, most packers eagerly seek improved methods.

They realize that lard production must become more and more an exact process, rather than the "by guess and by gosh" habit of the past.

The meat packer has the finest and purest raw material from which to manufacture lard that it is possible to obtain. It should not be difficult to secure an equally fine finished product.

Better Lard Can Be Made

It is recognized that the odor and color of much lard now coming on the market could be improved.

Odor is often the result of cooking the fats with portions that contain small particles of lean meat, or other cuts that impart a "meaty" flavor to the finished product.

As most of the consuming public likes a very white lard, the elimination of color is desirable.

Moisture in lard, too, should be brought to the lowest point possible to improve keeping qualities.

For the purpose of developing a bland product, of improving color and

removing moisture, lard is filtered in conjunction with one or more agencies such as fuller's earth, diatomaceous earth and activated carbon. Each of these products performs a different function in improving the quality of the lard.

Aids to Lard Filtration.

Fuller's earth removes color, particularly yellow color, by the process of absorption.

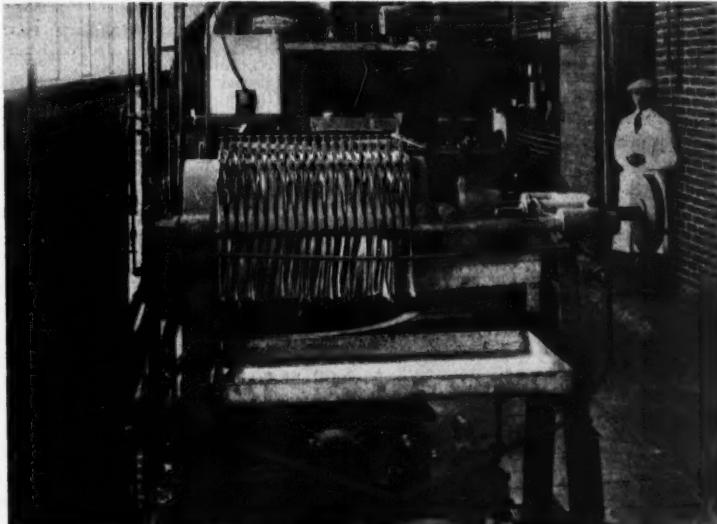
Diatomaceous earth, or kieselguhr, acts as a filter bed, removing moisture

and impurities of a more solid nature.

Activated carbon combines decolorizing action, particularly the removal of red colors, with ability to absorb impurities and to remove odors from the product.

Some packers use only one of these products, and others use fuller's earth in combination with diatomaceous earth or in combination with activated carbon for best results.

Many advantages are recognized in the use of these filter aids provided cor-



COMPACT LAY-OUT IN THE LARD DEPARTMENT.

The filter press in the foreground constitutes an important piece of equipment in any lard refinery. Just beyond this press is the bleaching kettle, and in the background is the cooker used in this high-pressure-vacuum system of lard manufacture known as the Laabs process. The installation was made by the Allbright-Nell Company in the Luer Packing Company's plant, Los Angeles, Calif.

rect methods of treating the lard are observed.

Such methods are outlined in the following article by a recognized expert in the refinery field.

Filter Aids for Lard

By John P. Harris, C. E.

Current methods of manufacturing pure lard are marked by the inclusion of certain colors and foreign substances which should be eliminated in order to make the lard more acceptable to the housewife, baker and other consumers. Therefore it has been common practice for many years to dry, filter and decolorize pure lard before

tain a reddish or brownish cast, and there is a tendency for the product to contain some gluey or mucilaginous material in colloidal suspension.

Not True Hog Fat Flavor and Odor.

Filter aids are intended to remove these colors and foreign substances as far as possible, and also to remove the "meaty" flavor and odor which the pure lard takes on through being cooked or rendered at high temperatures in the presence of meaty tissues.

It should be marked here that pure hog fat prior to rendering does not contain any such "meaty" flavor and odor. The characteristic "lard" flavors and odors are not true hog fat odors

nical discussion of the causes of rancidity and decomposition in pure lard. But it is generally believed that the inclusion of certain percentages of oxygen by volume produces rancidity, and that the presence of moisture, with impurities, tends toward the splitting or decomposition of pure lard.

There seems to be little doubt that contacting of pure lard with so active a material as fuller's earth, when exposed to the air, tends to promote the inclusion of oxygen, and it may also tend to lower the resistance to rancidity. Such oxidation apparently proceeds more rapidly at higher temperatures, such as are conveniently used in bleaching or decolorizing pure lard with fuller's earth.

There appears to be no evidence to lead to the belief that such oxidation is a necessary part of bleaching with fuller's earth, because fully as good or better decolorizing action may occur under vacuum when air and oxygen are completely excluded. In fact, oxidations in fats containing a large proportion of saturated fatty acids is usually accompanied by discoloration.

It is to be recommended therefore, that in all decolorizing, deodorizing and purifying operations, exposure

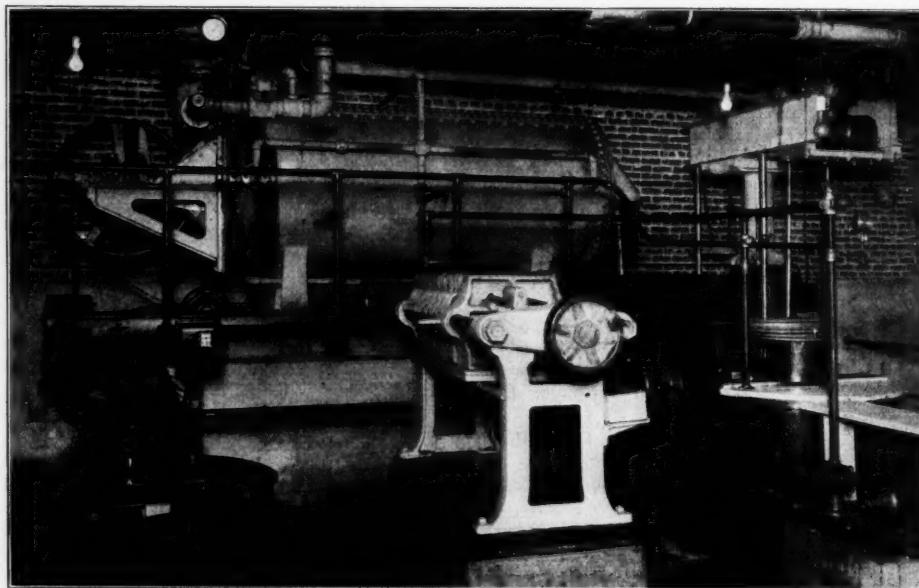
to oxygen be eliminated as far as possible and that minimum temperatures be used in contacting and in filtering. This is desirable not only because there is evidence that oxidation is effected much less readily at lower temperatures, but because colloidal impurities are generally much more easily removed by filtration, at lower temperatures, while at high temperatures they may pass through the filter with the lard.

Use of Fuller's Earth.

Fuller's earth is the oldest of all filtering aids popularly used and its application in the American packing house dates back almost to the first production of pure lard on a large scale.

The early use of fuller's earth was surrounded with mystery, and the refiner in the packinghouse liked to create

(Continued on page 33.)



LARD REFINING EQUIPMENT FOR THE SMALLER PACKER.

Installation for refining lard in the plant of the T. L. Lay Packing Co., Knoxville, Tenn. This shows the bleaching kettle with the filter press in the foreground.

The dry melter in the rear and the crackling press on the right are located in a relatively small space, making a compact manufacturing installation for the production of refined lard. The equipment was furnished by the Cincinnati Butchers' Supply Co.

chilling and packaging it.

It is not the purpose of this article to discuss any method of pure lard production, or to express any preference for any form of filter aid. It is simply to set down suitable methods for the use of filter aids, with a brief explanation of why and how they may be practically applied to pure lard as commonly produced.

For many years past, the bulk of pure lard production has been in closed tanks under pressure, the product being known as "prime steam lard." Prime steam lard, as produced, tends toward a bluish or greenish color and contains considerable moisture and some foreign matter from tissue, bones, etc., which may be held in colloidal suspension in the lard even after it has been thoroughly settled.

Open kettle and other lards may con-

and flavors at all, but come through the method of preparation. This is true also of color and impurities.

Three filter aids may be applied to pure lard for the purpose of removing color, impurities, flavor and odor. They are fuller's earth, diatomaceous earth (kieselguhr), and activated carbon. These three filter aids perform very different functions and their purpose will be described separately.

It seems desirable at this point to bring out the fact that, although there are advantages, as enumerated above, in the application of filter aids to pure lard, there exists also some possible disadvantage, providing the best methods of treating are not observed.

Aids to Filtration.

It is, of course, impossible in the space here available to go into a tech-

DAILY MARKET SERVICE to Report Trading in Fancy Grades of Cured Pork Products

Increased demand for closer-selected, better-trimmed and milder-cured meats is bringing about changed conditions both in the buying and selling of pork products.

These changes have resulted in the development of fancy grades of cured products costing substantially more to produce than standard cuts.

Differences in costs between fancy and standard grades of cured meats necessarily call for recognition in prices.

Strictly fancy grade cured products should be bought and sold as such.

The seller has a right to expect a margin over the market on standard grade, to cover the cost of selection, trim and special curing of the fancy grade.

Liberal sales of these fancy brand meats have been made, but they have been lost sight of because there were no market quotations on such product.

Beginning Monday, September 22, a record of transactions in such fancy grades will be made in THE NATIONAL PROVISIONER DAILY MARKET SERVICE. The trade will be given this information with the same accuracy and efficiency that has made THE DAILY MARKET SERVICE the trading authority and a recognized basis of settlement in trading for the past six years.

Service to Buyer and Seller

This is done as a service both to buyer and seller.

Buyers who demand special trim and cure are willing to pay for them. On the other hand, buyers who do not require this type of product should not be called upon to pay on the same basis as those who do.

Both the buyer and seller should be better served as sharper grade lines are drawn in reporting market quotations in cured pork products.

The inclusion of market quotations on fancy grades in THE NATIONAL PROVISIONER DAILY MARKET SERVICE should be of

value to packers producing their own supply of fancy grades.

Start of the Market Service.

It was nearly seven years ago—October 22, 1923, to be exact—that THE NATIONAL PROVISIONER established its DAILY MARKET SERVICE.

This action was taken in response to demand from the trade for an impartial and authoritative market report which should cover the large volume of trading in provisions and lard which up to that time had no recognized guide.

Establishment of this service had the hearty cooperation of both the industry and the government. It came speedily to be recognized as the official market guide, not only in trading but also in the establishment of product values in the settlement of contracts, claims, suits, etc.

Its purpose has been to report the market as it actually exists each day, on the basis of movement of product in trade.

Giving a True Picture.

There have been times, particularly in a narrow market, when it has been difficult to quote the exact price situation. Sometimes sales are so limited that quotations based on them without explanation would not properly reflect the general market.

For example, a car or two of a particular product might be sold either on account of age or for other reasons at a discount under the general market,

Better Trade Service

Because of increasing demand for fancy grades of cured pork products, a change is being made in some price quotations in THE NATIONAL PROVISIONER DAILY MARKET SERVICE.

This change applies to quotations on hams, picnics, bellies, D. S. bellies and D. S. fat backs.

All green cuts will be quoted on the basis of standard trim.

Prices on sweet pickle standard and sweet pickle fancy hams—regular, boiling and skinned—will be shown.

In picnics, sweet pickle standard and fancy will be quoted, and in the case of bellies quotations on cured will be shown under both sweet pickle and dry cure.

Both standard and fancy D. S. bellies will be quoted, and prices for both standard and export trim in fat backs will be shown.

This change is made in the belief that it will make the DAILY MARKET SERVICE far more valuable to its users, whether sellers or buyers of product.

whereas additional quantities would not be sold or could not be bought on the same basis.

To quote such sales without comment would be misleading to the trade. Therefore, whenever the information is available the controlling factors in the transaction are reported.

Again, there may be times in which no trades are made on a given product, and yet there may be wide variance between bid and asked prices. In such instances the situation must be clarified in the comment. This has been the policy in the past.

Facts, Not Opinions.

Throughout the seven years of existence of the DAILY MARKET SERVICE expression of opinion has been avoided. Facts only are reported.

Recognizing the importance of keeping the industry thoroughly posted on market conditions and market quotations on basic packinghouse products, THE NATIONAL PROVISIONER feels keenly its responsibility to reflect the market to the trade as accurately and as promptly as possible.

Under the new plan for reporting certain provision trading three sets of quotations will be shown on hams, picnics and bellies—one for green product and two for cured.

Regular, boiling and skinned hams green will carry "standard" quotations. The S. P. product will be quoted under both "standard" and "fancy." The same is true of picnics.

Quotations will be given on green square cut and seedless bellies, and the cured bellies will be quoted under both sweet pickle and dry cure.

Dry salt clear bellies will be quoted under the two grades—standard and fancy. Rib bellies will continue to be quoted as in the past.

Both the standard and export trim of dry salt fat backs will be quoted.

How New Quotations Look.

A sample of the new line-up of quotations is given here. The figures do not represent any day's quotations, but are given to show how the service will be carried on beginning Monday, September 22, 1930.

	REGULAR HAMS.	SWEET PICKLED.
	GREEN. STANDARD.	SWEET PICKLED. STANDARD. FANCY.
8-10	19	19½
10-12	18½	18½
12-14	18½	18
14-16	18½	18
10-16 range	18½	...

(Continued on page 42.)

September 20, 1930.

HIDE EXCHANGE TRADING YEAR.

During the first fiscal year of its existence the New York Hide Exchange handled 7,981 hide contracts, totaling 319,240,000 lbs.

It is pointed out that trading on the exchange has been limited to some extent by unfamiliarity of the trade with future contract trading and also by the disturbed business conditions throughout the world. However, during June and July of the first year, which ended July 31, an increase of 200 per cent was recorded over the same months a year earlier.

Hide values during the year under review have declined to extremely low levels. The price of light native cows, which furnish the basis grade on the exchange, declined 30 per cent and on August 19 were at the lowest level since 1924.

In his statement to members President Milton R. Katzenberg said "there was no material difference in the domestic production of hides during the first seven months of 1930 compared with that of last year, according to the recorded number of cattle slaughtered. The net imports of hides during the first six months of 1930 were approximately 22 per cent higher than during the corresponding period last year, but this is attributable to some extent to the natural desire to import hides before the contemplated duty would become effective. A material decrease in such imports has been reflected since the duty has been in force."

Consideration is being given to suggestions from the industry to list other commodities allied to hides and skins for futures trading on the exchange.

The exchange now has a membership of 262, of whom 203 are in the United States. The other 59 are located in 12 countries, 35 being in France, 5 each in England and Germany, 4 in Holland, 2 each in Czechoslovakia and Belgium and one each in Argentina, Brazil, Canada, China, Cuba and Spain. The board of governors has recommended that the annual dues be fixed at \$250.

HIDE EXCHANGE ELECTS.

The following officers were elected at the annual meeting of the New York Hide Exchange, held September 16, 1930: President, Edward L. McKendrew, Armand Schmoll, Inc.; first vice-president, Armand Schmoll, Jr., Schmoll Fils Association, Inc.; second vice-president, Claude Douthit, American Hide & Leather Co.; treasurer, Floyd Y. Keeler, Orvis Bros. & Co.

The governors are as follows: Leo Arnstein, J. H. Rossbach & Bros., Inc.; George B. Bernheim, R. Neuman & Co.; Louis F. Clarendon, M. E. Clarendon & Sons Co., Inc.; I. Henry Hirsch, Adolph Hirsch & Co., Inc.; Milton R. Katzenberg, Andresen Stern, Inc.; Ed-



EDWARD L. MCKENDREW.

Elected president of the New York Hide Exchange.

ward F. Kiernan, Griess-Pfleger Tanning Co.; Jerome Lewine, H. Hentz & Co.; Fraser M. Moffat, Tanners' Council of America; Edward G. Ong, United States Leather Co.; Joseph A. Sisto, J. A. Sisto & Co.; Henry L. Sutton, Sands & Leckie.

JULY CANNED MEAT EXPORTS.

Exports of canned meats from the United States during July were as follows, according to the U. S. Bureau of Foreign and Domestic Commerce: Beef, 70,388 lbs.; value, \$32,947. Pork, 618,346 lbs.; value, \$243,603. Sausage, 94,157 lbs.; value, \$22,950. Other canned meats, 174,411 lbs.; value, \$31,759.

Shipments to non-contiguous countries were as follows: Alaska—Beef, 24,642 lbs.; value, \$6,007. Sausage, 7,272 lbs.; value, \$2,135. Hawaii—Beef, 23,144 lbs.; value, \$5,500. Pork, 8,494 lbs.; value, \$2,811. Sausage, 9,730 lbs.; value, \$3,207. Other canned meats, 66,294 lbs.; value, \$10,361. Porto Rico—Beef, 372 lbs.; value, \$109. Pork, 17,396 lbs.; value, \$2,217. Sausage, 44,947 lbs.; value, \$8,873. Other canned meats, 5,064 lbs.; value, \$972.

FINANCIAL NOTES.

Listing of 131,349 shares of Mickleberry's Food Products Co. common stock on the Chicago Stock Exchange was approved this week. The stock, all of which is outstanding, will be admitted to trading the coming week. The issue is junior to an outstanding issue of 8,000 shares of \$3.50 dividend preferred of \$40 par value. Total assets of the company as of August 23 are listed at \$930,385 and current liabilities as of that date totaled \$178,276.

A quarterly dividend of \$1.75 has been declared by Wilson & Co., on its 7 per cent preferred stock, to apply against cumulative dividends for the period ended October 31, 1929.

NOTES OF "NEW COMPETITION."

Plans of the Jewel Tea Company for acquiring an interest in the Van Camp Packing Co. are reported to be abandoned, according to M. H. Karker, president of Jewel.

Details of the acquisition of Kirkman & Son by the Colgate-Palmolive-Peet Co. contemplate acquiring from Kirkman all assets excepting cash and securities not exceeding \$670,000, subject to all liabilities as shown on the balance sheet as of June 30, 1930, of Kirkman & Son, except income and franchise taxes. In connection with the acquisition there will be an issue of 31,700 additional shares of preferred stock, less the amount of cash and securities retained by Kirkman. Application has been made for a total listing of 71,000 additional 6 per cent preferred shares.

Earnings of the General Foods Corporation for 1930 are estimated at close to \$4 a common share compared with \$3.89 last year, according to President Colby M. Chester. Cash sales for August show a satisfactory increase over the corresponding month of 1929, Mr. Chester said. Results for the remainder of the year are dependent on the maintenance of present price levels, and there is no indication of a further price decline but some promise of improvement, he pointed out.

PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on September 17, 1930, or nearest previous date, together with number of shares dealt in during the week, and closing prices on September 10, or nearest previous date:

	Sales.	High.	Low.	—Close.—
	Week ended Sept. 17.	Sept. 17.	Sept. 17.	Sept. 10.
Amal. Leather.	100	20	20	20
Do. Pfd.	100	20	3%	3%
Amer. H. & L.	100	19%	19%	19%
Do. Pfd.	100	19%	19%	17
Amer. Stores.	700	45%	48	48%
Armour A.	2,800	5%	5%	5%
Do. B.	4,700	3	3	3
Do. Pfd.	4,700	3	3	3
Do. Do. Pfd.	100	73	73	73
Barnett Leather.	100	2%	2%	2%
Beachnut Pack.	—	—	—	55
Boehm, H. C.	—	—	—	105
Do. Pfd.	—	—	—	105
Brennan Pk. A.	—	—	—	19
Do. B.	—	—	—	56
Chick. C. Oli.	300	17%	17%	17%
Childs Co.	3,600	52%	52%	55%
Cudahy Pack.	100	43	43	43
First Nat. Strs.	3,100	55%	55%	55%
Gen. Foods.	14,400	57%	57%	55%
Gobel Co.	2,100	8%	8%	8%
Gt. A. & P. Int'l Pfd.	100	110	110	110
Do. New	20	210	210	215
Hornell, G. A.	600	30	30	31%
Hygrade Prod.	400	9%	9%	9%
Hoag, J. & B. 600	800	32%	31	31%
Libby, McNeil.	3,400	15%	15%	15%
McMarr Strs.	300	14	14	14
Mayer, Oscar.	—	—	—	41%
M. & H. Pfd.	150	28%	28	28
Morrell & Co.	100	58	58	58
Nat. Fd. Pd. A.	—	—	—	5%
Nat. Leather.	600	1%	1%	1%
Nat. Tea.	3,500	24	23%	23%
Proc. & Gamb.	1,600	74	74	74
Rath Pack.	150	21%	21%	21%
Safeway Strs.	9,300	74%	73%	74%
Do. 6% Pfd.	60	90%	90%	94
Do. 7% Pfd.	10	103	103	103
Stahl Meyer.	—	—	—	24%
Strauss R. Strs.	3,300	14%	13%	14%
Swift & Co. New.	1,200	30	30	30
Do. Int'l.	2,900	84%	84%	84%
Trans. Pack.	500	20%	20%	21%
U. S. Cold Stor.	—	—	—	31%
U. S. Leather.	1,200	9%	9%	9%
Do. A.	300	15%	15%	17%
Do. Pr. Pfd.	500	79%	79%	79%
Wesson Oil.	900	26%	26%	26%
Do. Pfd.	800	57	57	57
Wilson & Co.	500	8%	8%	8%
Do. A.	1,000	9%	9%	9%
Do. Pfd.	200	47	46%	47

Uniform Meat Inspection and Trade Code Operation to Be Convention Topics

A report on uniform inspection by the Commission on Inspection, of which Oscar G. Mayer is chairman and George L. Franklin is vice chairman, will be a feature of the twenty-fifth annual convention of the Institute of American Meat Packers, which will be held at the Drake Hotel, Chicago, on October 20-22.

The Commission on Inspection was appointed following the action of the convention last year. It passed without a dissenting vote a resolution declaring "that a uniform and adequate state inspection law, to be enforced by the federal and state governments in co-operation, is desirable," and that the members of the Institute would "support the passage in their respective states of such a law," and authorizing the appointment of a committee "to draft an appropriate measure and to work out and follow up plans for its passage in the different states."

The commission is composed of packers associated with plants operating under local and state inspection, as well as federal inspection.

Since its appointment the Commission has held several meetings and has made a careful study of the subject. A tentative draft of a measure to provide for a uniform state inspection law, to be enforced by the federal and state governments in co-operation, has been prepared.

The report of the Commission on Inspection will be made at the session on Tuesday afternoon, October 21.

How Trade Code Works.

At this same session there will be a discussion of "Progress and Problems in Trade Practices," and reports to be presented will also outline the progress which has been made and discuss some of the problems which have been encountered in applying the code.

Discussions of merchandising will feature the session on Tuesday morning, October 21. One of the speakers will be Frank M. Firor, president of Adolf Gobel, Inc., of New York, who will discuss "Experiments with Firm Prices."

At the opening session on Monday morning, October 20, in addition to the annual report by the President, the report of the Treasurer and the award of gold and silver buttons, there will be a discussion of "Trends in the Live Stock Industry" by a well-known rep-



TO REPORT ON UNIFORM MEAT INSPECTION.

Oscar G. Mayer, chairman of the Commission on Inspection.

representative of that industry, and John A. Kotal, Secretary-Manager of the National Association of Retail Meat Dealers, will extend greetings from the retail meat industry.

Operating and Merchandizing.

Other subjects discussed at this session will include "A New Method of Deheading Hogs," which has been developed under the auspices of the Institute, and a talk by E. L. Rhoades, Associate Professor of the University of Chicago, and editor of "The New Era in Food Distribution," on Some

Information About Voluntary Meat Chains," based on research financed by the Institute and the University of Chicago.

Howard C. Greer, Director of the Institute of Meat Packing, will outline opportunity for members to improve the training of their personnel.

Dr. W. Lee Lewis, director of the Institute's Department of Scientific Research, and of the Research Laboratory of the Institute of American Meat Packers, founded by Thomas E. Wilson, at The University of Chicago, will discuss "Some Information About Lard from Research by the Institute and Others."

Other Program Features.

Sectional meetings for departmental executives and others, as previously announced, will be held on Friday and Saturday, October 17 and 18, preceding the general convention sessions.

Entertainment features of the convention will include a dinner dance and entertainment on Monday night.

The Institute will co-operate with The University of Chicago and other organizations, as previously, in holding on Wednesday, October 22, at The University of Chicago, the Seventh Conference of Major Industries. The subject of the Conference will be "The Current Situation." The speakers will include Julius H. Barnes, chairman of the board of the United States Chamber of Commerce, and M. H. Aylesworth, president of the National Broadcasting Company.

On Wednesday evening the Institute, the University and other organizations will join in giving a dinner to leaders of education and industry. Noted industrial leaders and distinguished educators will be guests of honor. Speakers will be announced later.

INSTITUTE PRIZE AWARDS.

A meeting of the Special Committee on Awards of the Institute of American Meat Packers was held Tuesday afternoon at the Institute offices for a preliminary discussion of the 1930 Institute awards. Members of this special committee are H. P. Henschien, chairman; A. W. Cushman, George M. Foster, S. C. Frazel, H. J. Koenig, Donald Mackenzie and R. E. Yocom.

Watch the "Wanted" page for business opportunities.

Packers' Convention Program

Drake Hotel, Chicago.
Friday, October 17.

Sectional Meetings.

Saturday, October 18.

Sectional Meetings.

Sunday, October 19.

Registration and Reception.

Monday, October 20.

Convention Sessions, 10 a.m. and 2 p.m.
Dinner Dance and Entertainment.
Drake Hotel, 7:30 p.m.

Tuesday, October 21.

Convention Sessions, 10 a.m. and 2 p.m.

Wednesday, October 22.

Seventh Conference of Major Industries at The University of Chicago, 10 a.m. and 2 p.m.
Dinner to Leaders of Education and Industry, at the Palmer House, 7:00 p.m.

Chain Meat StoresNews and Views in This New Field
of Meat Distribution.**TRYING OUT PACKAGED MEATS.**

The Great Atlantic & Pacific Tea Co. is reported to be experimenting with different kinds of fresh meats in various parts of the country. In Chicago the Swift packaged, identifiable meats are being sold, in Kansas City and Pittsburgh the Hygrade Food Products Corporation's packaged fresh meats and in Philadelphia some of the company's stores are working with a system of cut packaged fresh meats similar to those sold by the H. C. Boack Co.

NEBRASKA CHAIN INQUIRY.

Chain store operators in Nebraska have been notified to appear before Attorney General Sorenson on September 29, to answer the complaint of the retail merchants' association and individual business men that the chains were violating the state law which prohibits price discriminations by organizations doing business in more than one community.

This law, which has been invoked in the past in other industries, makes it unlawful to sell the same commodity for less in one community than in another where like circumstances exist. The hearing set for September 29 is for the purpose of discovering if sufficient evidence exists to justify proceedings to revoke charters and to oust offenders from doing business in the state.

CHAIN STORE NOTES.

August sales of the Great Atlantic & Pacific Tea Co. totaled \$78,362,868 against \$75,190,642 in August, 1929, a gain of 4.2 per cent. For the eight months of the year sales totaled \$723,146,332 against \$675,699,612, a gain of 7 per cent. August tonnage sales were 389,113 against 335,628 a year ago, a gain of 15.9 per cent. For the eight months to date the tonnage gain is 11.8 per cent.

Earnings of First National Stores, Inc., for the second quarter of the year show an increase of 10.7 per cent over those of the same period of 1929. This organization was formed less than five years ago out of a group of small meat and grocery chains and now operates 2,350 grocery stores and 204 combination grocery and meat stores. Gross business is running for the current year at \$120,000,000.

NEWS OF VOLUNTARY CHAINS.

United Service Grocers is a voluntary chain sponsored by the United Wholesale Grocery Co. of Worcester,

Mass. The retailer agrees to rearrange and redecorate his store with the advice of the company, paint in specified colors, pay all invoices in accordance with the wholesaler's terms with no cash discount on nationally advertised items sold at cost. No membership charge is made. The wholesaler's part of the arrangement is to furnish four window posters each week, supply hand bills weekly at 50c per hundred, supply the retailer at any time with the 20 leading nationally advertised products at the wholesaler's cost price, run newspaper advertisements without cost to the members, and cooperate in other publicity.

A check on the increased sales of members of the voluntary chain known as Royal Scarlet Stores was made by selecting 25 members at random and ascertaining the improvement in returns with the installation of the voluntary membership requirements. No increases of less than 15 per cent were reported and some increases were as high as 65 per cent over the previous year. There are 387 of these stores, about one-fifth of which are located in New York City. A large number are located on Long Island, another unit in New Jersey, and others in Massachusetts, Connecticut and other parts of New York State.

MEAT CUTTING AT COLLEGE.

A meat training school, the purpose of which is to instruct heads of college meats departments in modern meat cutting methods, has been introduced by the National Live Stock and Meat Board and was in progress at Ohio State University, Columbus, O., from Sept. 8 to 13. Men from the following colleges are attending the school: Prof. W. E. Hunt, University of Maryland; Prof. V. A. Rice, Massachusetts Agri-

cultural College; Prof. G. A. Brown, Michigan State College; Prof. P. T. Ziegler, Pennsylvania State College; Prof. E. J. Wilford, University of Kentucky; Prof. R. E. Nance, North Carolina State College; Prof. F. H. Helmreich, Ohio State University; K. F. Warner, U. S. Department of Agriculture; and Prof. J. H. Longwell, West Virginia University.

The first three and one-half days of the school were devoted to instruction in making the modern beef cuts and the remainder of the time was given over to the cutting of lamb. The college men not only were given an opportunity to witness the cutting demonstrations as presented by the board's demonstrators, but were supplied with tools so they might do the actual work. The meat training school idea is being cooperated in by the U. S. Department of Agriculture and the Institute of American Meat Packers.

HYGRADE EMPLOYEES PAPER.

"The Hygrader" is the new monthly publication of the Hygrade Food Products Corporation, devoted to the interests of Hygrade employees. The initial number, dated September, 1930, contains a greeting from President Samuel Slotkin, a discussion by the editor of the plans and purposes of the magazine, a description of the company's new departure in the marketing of fresh-cut packaged meats and progress made and notes of interest from the company's various plants and divisions.

In order to insure full representation to Hygrade employees at all plants, associate editors have been appointed to represent each unit in the organization. Three of these associates are located in Brooklyn, two in New York and one each in Boston, New Haven, Philadelphia, Buffalo, Detroit, Chicago, Wheeling and Topeka. N. Meyer is the editor of the new organ and the publication offices are located in New York City.



COLLEGE PROFESSORS LEARN NEW CUTTING BLOCK METHODS.

Heads of meat departments in nine state universities and agricultural colleges learned the new methods of breaking up beef and lamb carcasses during a recent week's work at Ohio State University. D. W. Hartzell and Max O. Cullen, demonstrators of the National Live Stock and Meat Board, cut up beef and lamb carcasses to show how it was done. Then each man was required to cut up not only beef and lamb, but a hog carcass as well. Each of these men will carry the message back to their own states, demonstrating it not only to pupils but to packers and retail meat dealers as well.

The demonstrators are so expert in this work that neither finds it necessary to wear a frock or apron during demonstrations, as the picture indicates.

September 20, 1930.

THE NATIONAL PROVISIONER

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Chicago and New York

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A Cure for Cold Feet

Economists, market observers and the general public present many reasons for the slowed-up business conditions which have prevailed during the past year.

Popular opinion attributes the difficulty to the break in the stock market, while those studying the fundamental situation claim that underlying conditions caused the stock market break rather than the break causing the conditions.

At any rate the situation in the stock market has created the psychological situation which in plain words may be termed "a lack of faith." Confidence is lacking and everyone is holding on to what he has.

Pointing to his belief that a lack of faith is the cause back of present conditions rather than overproduction, to which the situation is so often attributed, a prominent business man who is a reader of THE NATIONAL PROVISIONER writes as follows:

"There can never be any overproduction of anything so long as the wants of the people are not supplied. That is to say, there can never be an overproduction of meats so long as there are lots of people who do not get enough meat to eat; nor an overproduction of clothes and shoes so long as there are millions of people who do not have enough clothes and shoes and other wearing apparel."

This man, who is a manufacturer, says that if all the concerns that have written him saying in effect that the matter of equipment purchases are held up for the present would have faith enough to go ahead and buy what they wanted, "our place would be full of work and we would employ a number of men who would draw good wages, and who would buy meat and clothes and automobiles, radios, and all of the other things that make business get up and go. Multiply this by thousands and see how soon confidence will return and how quickly our industries will start their wheels turning."

He says he knows many people in his own circle who have money lying in the bank at 2 and 3 per cent because they are afraid to invest it. Thousands and thousands of employed people who

could go into the market and buy are holding on to their money in the old stocking, or in the bank, fearing they might be laid off or lose their jobs, and they want ready cash to fall back on.

His urge is that everyone help to remove fear and increase faith, and the situation will right itself.

If the employee can be assured that his job is reasonably safe he will loosen up on his expenditures. This assurance can be given by most employers at no cost to themselves. These are the men best in position to strengthen the faith of the working classes, both "white collar" and otherwise.

The more quickly this faith is instilled the more rapidly general business conditions can be expected to improve.

Why Not Try Cotton Meal?

Rubberseed cake is being suggested as a feed for cattle, as it is a high protein concentrate having a pleasant odor something like cocoanut meal. During the current year it is estimated that approximately 3,600 tons of rubberseed will be imported into the United States, giving a yield of 50 per cent meal. The prediction is made that 10,000 tons will be imported in 1931.

This would mean that 5,000 tons of rubberseed meal will be available as cattle feed. Lack of familiarity of Corn Belt feeders with this meal might naturally raise the question whether its feeding would make "rubbery" beef.

The complaint of the past has been that too much tough, rubbery beef was produced and that this was having an adverse influence on meat production. Maybe someone had been experimenting with rubberseed meal!

However, as this meal is made from a raw product not produced in this country and as the cottonoil industry is constantly seeking a broader outlet for cottonseed meal and cake, it would seem that both cattle feeders and dairymen might find highly satisfactory concentrated protein feed in cottonseed meal produced from a raw product grown within our own borders. When the time comes that this output is sufficient to meet the need, that will be time enough for the feeder to take a chance on the rubber.

Practical Points for the Trade

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Mold on Sliced Bacon

What makes sliced bacon mold?

An Eastern packer has been having trouble with mold on his bacon, not only after it gets into the hands of the retailer but sometimes before it leaves his plant. He says:

Editor The National Provisioner:

We have been packing sliced bacon in half-pound packages wrapped in transparent paper, and are having some difficulty with the bacon molding before we can get it marketed. It molds, also, in the hands of the retailer and is returned to us.

Our bacon is dry-cured with a 12-hour smoke, is skinned while still warm from the smokehouse, then chilled for slicing.

What can we do to eliminate this trouble?

Mold on sliced bacon may be due to a number of causes. In the first place dry-cured bacon for slicing is smoked longer than if sold in slabs. Usually a 24-hour smoke is given and a shrink of about 12 per cent is taken on such bacon, due to a reduction in the moisture content.

After smoking the bacon should be chilled for 24 hours at a temperature of 26 to 28 degs. F. During this chilling period warm, freshly-smoked bacon should not be put in the cooler with the partly-chilled bacon, as this has a tendency to develop moisture which is conducive to the development of mold.

The bacon should be well chilled to firm up the pieces and make them slice better. However, it should not be frozen.

When ready to slice, take only small amounts of the bacon out of the cooler and into the slicing room at a time. This room is usually held at a temperature of about 50 to 58 degs. F. with a humidity content of 70 per cent. If too much bacon is brought into the slicing room at one time, moisture is likely to develop. The slicing machine should be at the end of the room nearest the chill room.

Not Touched by Hands.

Many producers of sliced bacon do not permit the sliced meat to be touched by hand, but use metal tongs where equipment is not available for piling the pieces as they are sliced. This is done to avoid further possibility of moisture development. Mechanical equipment is safest and cheapest in the end.

In slicing bacon all equipment used must be extremely sanitary. Enamel trays, steel belts for conveying the sliced bacon and stainless steel tables are desirable. The room in which the slicing is done should have either tiled walls or the walls should be enameled,

and the floors must be kept dry at all times.

All of these precautions are taken to avoid the possibility of mold development on the product.

It would be well for this inquirer to check up on his method of handling, being sure the bacon is smoked until it is good and firm, that it is properly chilled, and no opportunity given for moisture development during the chilling process, and that it is handled through the slicing room with the greatest care. Also that the room is equipped as suggested and kept scrupulously clean. This should enable him to discover where the trouble lies.

All producers of sliced bacon should be careful not to overstock their customers, thus making possible the holding of the product for too long a time in the retail market.

Curing S.P. Meats

More money is lost in poor curing than in almost any other line of meat manufacturing.

Too many curers operate on the "by guess and by gosh" plan—and then wonder what's the matter with their meats!

In the old days the best curing formulas were kept under lock and key, and there was supposed to be some mysterious power in them.

Today the best curers all know the best methods, and there are no secret formulas. The secret is in the intelligent use of standard formulas.

Standard formulas and full directions for curing sweet pickle meats have been published by THE NATIONAL PROVISIONER. Subscribers can obtain copies by sending in the following coupon, accompanied by 2-cent stamp:

The National Provisioner:
Old Colony Bldg., Chicago, Ill.

Please send me copy of formula and directions for "Curing S. P. Meats."

Name

Street

City

Why Inedible Tanks Foam

The question is frequently asked, "What makes inedible tanks foam?". Long experienced tankhouse superintendents have found this condition caused by a number of things, the most common of which is sour material.

For one reason or another it is often difficult to handle promptly product to be rendered. Such product sours quickly and is likely to create the condition complained of. A renderer in the Southwest writes regarding this condition as follows:

Editor THE NATIONAL PROVISIONER:

Some time ago you asked in THE NATIONAL PROVISIONER what makes tanks foam. I am pleased to give you my experience.

Inedible tanks will foam when offal, etc., has been allowed to stand too long before cooking. This happens when the material has been allowed to sour or start decomposition, caused by improper washing, or remains overnight in a hot temperature.

Offal allowed to remain overnight in containers or barrels does not have an opportunity to cool out, and the animal heat in it starts to "work." The same is true if the tank is partly charged and left without cooking for ten to twelve hours.

This condition of foaming tanks is easily remedied by cooking the materials while fresh, or if it must be left until the following day it should be partly cooked. A 9,000 lb. charge cooked down for about 2 to 3 hrs., then turned off until the following day, when it is finished, will be found to be satisfactory, and prevent tanks from foaming.

Very truly,
RAY E. WALLACE,
Banfield Bros. Packing Co.

CRACKLING PRESS PRESSURES.

Pressure per square inch on a crackling press of 300 tons pressure should be approximately 3,900 lbs. This is the pressure that should be registered at the pump as shown by use of the pressure gauge on the discharge.

In an article in THE NATIONAL PROVISIONER of August 23, 1930, page 29, entitled "Crackling Press Results", this pressure was noted through error as 700 lbs. per square inch.

How hot should water be in the hog scalding vat? Ask "the Packer's Encyclopedia," the "blue book" of the industry.

Swedish Potato Sausage

Swedish potato sausage is popular, particularly in Scandinavian communities. A sausage maker in the Northwest writes regarding this as follows:

Editor The National Provisioner:

Is there a product known as potato sausage, particularly Swedish potato sausage? If so, can you give us a formula and manufacturing directions?

The following formula for Swedish potato sausage produces a very nice product:

50 lbs. trimmed beef flanks, medium fat

50 lbs. pork trimmings, half lean and half fat

40 lbs. peeled raw potatoes

8 pieces of onions

Grind the beef flanks, pork trimmings, potatoes and onions through the $\frac{1}{4}$ -in. plate of the meat grinder. Put in the mixer and add the following seasoning:

3 lbs. salt

8 oz. ground white pepper

2 oz. ground allspice

Mix well for 3 minutes. Stuff in well selected beef round casings free from scores. If there are weak spots in the casing it will break during cooking. The casing should be cut 16 in. long and stuffed like round bologna. This sausage is not cooked but sold fresh. The consumer cooks it at home where it should be served piping hot.

Owing to the ingredients, potato sausage will turn dark if exposed to the air, so it is necessary to keep the air from it. This is done by keeping the sausage in a stone jar and covering with a weak salt water brine. Care should be taken to see that the sausage is kept under the brine at all times.

Bleaching Edible Oils

A refinery foreman asks regarding the bleachability of certain oils. He says:

Editor The National Provisioner:

Please tell me if the following oils will bleach, using fuller's earth: Corn oil, soya bean oil?

Also, will fuller's earth bleach high colored dry rendered lard, and at what temperature? Does supercel bleach lard?

Soya bean oil can be bleached with fuller's earth but with great difficulty. Like corn oil, soya bean oil bleaches below a certain color only with extreme difficulty and requires a considerable quantity of earth with activated carbon to produce good results.

Ordinary fuller's earth will not bleach high colored dry rendered lard very much, as the color is strongly set in such lard. Supercel has no bleaching effect upon lard. It is merely a good filter aid.

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

FILTER AIDS FOR LARD.

(Continued from page 26.)

the impression that he possessed secret processes whereby the refining could best be accomplished.

The early supplies came from England, and English fuller's earth has been uniform and dependable. It is not strange then, that a certain degree of superstitions belief in the merits of English fuller's earth should have persisted long after the myths of secret processes were exploded.

Up to the time of the world war English fuller's earth had not been seriously challenged in the American meat packing establishment, although many American deposits of this earth had been developed. But like dyestuffs, glassware, etc., dependence upon a foreign source practically ceased after the world war, as it was found that deposits of fuller's earth in the United States were superior to any natural imported fuller's earth in decolorizing ability.

Hence many of the largest and best refiners of fats and oils have been using the American earth for many years without endangering the flavor and odor of their products.

The function of fuller's earth is the removal of color by absorption.

It is generally necessary to employ it at temperatures ranging from 160 degs. F. to 220 degs. F. From the writer's observation, the latter temperature is more generally employed, as it is quite the usual practice to heat the lard up to a temperature at which it will become dry before bleaching with fuller's earth.

Bleaching Lard with Fuller's Earth.

The general practice for many years included blowing the lard with the air as a means of agitation in cylindrical cone bottomed steel tanks, heat being applied by means of a closed coil, using steam at 125 lbs. pressure for heating.

The drying effect of air as an agitating medium was also appreciated by the early refiners. But the apparent oxidizing effect of blowing with air has led many refiners to install mechanical agitation instead, which tends to reduce the possibility of oxidation.

Complete exclusion of air during processing would undoubtedly have a favorable effect upon pure lard, so that bleaching under vacuum would certainly be a forward step in promoting stability in pure lard generally.

It is also recommended that the lowest practical temperatures be used in bleaching pure lard.

Temperatures in Bleaching.

We believe that many packers will find that 160 degs. F. will produce as good a color as 220 degs. F. if contacting is just a little more prolonged before putting the lard through the filter press.

If the lard is properly settled before being treated, it can be dried by absorbing the moisture in it by the addition of a slight amount of diatomaceous earth, so as to remove the necessity of

heating to high temperatures prior to bleaching with fuller's earth.

Filter presses should be cleaned every day, regardless of how small an amount of lard is run through, so as to remove possibility of rancidity in the filter press.

Briefly, the general method recommended for bleaching with fuller's earth is as follows:

Directions for Bleaching.

After the lard is dried as completely as possible by settling, it should be placed in a mechanically-agitated cylindrical cone bottom vessel, heated by closed steam coils or jacket, and a small amount of good dry diatomaceous earth sufficient to absorb the moisture present should be added and then enough fuller's earth to decolorize.

Preliminary laboratory tests will indicate how much of these materials should be used, which may be confirmed in practical use, and it is recommended that only the absolute minimum amount of both materials required be used.

The fuller's earth should be added to the lard at a temperature of 160 degs. F. and agitation should be continued only just long enough for decolorization to be complete. This may be determined by taking samples from the kettle and filtering them quickly to see that the desired color has been arrived at.

The lard should then be pumped through a clean cloth-lined filter press (filter papers used on such a press will also add to the efficiency of operating), and the filtrate should be by-passed back into the lard kettle until it looks absolutely clear and brilliant. The filtrate from every press cock should be carefully examined by the operator.

When clear, the filtrate should be run to the storage tank or to the next step in processing.

After the filtration is completed the residual lard should be blown from the filter press, after which the press should be blown with steam. The steam should be blown out with air, after which the press should be opened and the fuller's earth cake removed.

Testing Fuller's Earth.

In evaluating fuller's earth for use on pure lard, the following points should be taken into consideration:

1. Decolorizing ability.
2. Possible effect upon the flavor and odor of the lard treated.
3. Oil retained in the filter press cake.
4. Speed and ease of filtration.

Laboratory and plant tests will indicate which of two fuller's earth samples will give the better color. But it requires a plant test to determine which one works better and easier with less wear and tear on the press cloths, etc., as to ease and speed of filtration.

The density of fuller's earth is important for the reason that American fuller's earths vary in weight from as low as 30 lbs. per cubic foot to as high as 60 lbs. per cubic foot. It will be apparent that the higher density earth, that weighing 60 lbs. to the cubic foot, would be desirable, as the operator could get twice as much fuller's earth into the same filter press as he could of the low density earth, which would mean a difference in filter press capacity of 2 to 1.

(Continued on page 39.)

Out on the coast a truck runs from Los Angeles to Santa Barbara

and Lompoc — fast trip, heavy load.



This is the Cudahy truck which makes the 300 mile round trip between Los Angeles and Lompoc, California.

was the service that high pressure pneumatic tires rapidly failed,

and tire costs were so high that the run was about to be abandoned.

Then Goodyear Truck Balloons were tried. The first set averaged

59,063 miles, with three of the original tires still running.



Cool-running GOOD  YEAR Truck Balloons

Here's the new tire for the new service conditions of the fast, long haul.

stand up magnificently under modern truck speeds. Wouldn't

you like to have such tires on your trucks, too?

Goodyear Truck Balloons
are bringing truck tire costs back to levels even lower than they were before trucks stepped up to the speed and traveling range of passenger cars.



A Page for the Packer Salesman

Do Cut Prices Pay?

When They Enable Salesman to Sell Other Items Profitably

Should the meat salesman be permitted to cut prices when he thinks it necessary to make a sale or keep a customer?

This is a question debated in the meat industry for years. Some concerns permit sales to be made only at list prices. One Eastern packer has gone so far as to send monthly price lists to retailers.

Others permit salesmen to use their judgment.

In this connection a packer salesman sends to THE NATIONAL PROVISIONER an interesting question to which he is seeking answers. He writes:

Editor THE NATIONAL PROVISIONER:

My firm is considering selling at list prices only. It believes better results will be secured than under the present method of selling, whereby each salesman is permitted considerable latitude in price matters.

I can sell every item at list prices, but my sales will be cut considerably. Not infrequently I find stores where I can make sales by meeting the other fellow's price. I cannot make them unless I do.

Which would be the better—to meet the other fellow's price and make a sale or stick to list prices and pass up the business?

Last week I called on Mr. A——. I have been selling him for some time. He said he could buy two items at less than my list prices. I met these prices and sold the two items. In addition I sold a long order of other goods at list prices or better. If I had not cut the prices on the two items I would not have been able to sell him anything.

Did it pay to cut the price?

Variable Prices Unsatisfactory.

One salesmanager to whom this letter was submitted, says:

"This salesman has put the problem very well.

"We also try to get list prices as far as possible. It is not our idea to make any hard and fast rules at this time, but we do try to make our salesmen realize what a half cent here and a half cent there amount to on their routes in the course of a year.

"For years the meat packing industry has been operating on the basis this salesman tells about, and it is very unsatisfactory. No other industry sells on a variable price list and there is no



ANOTHER PACKER SALESMAN.

Mrs. F. M. Pierce represents the Columbus Packing Co., Columbus, O., in Florence, S. C., and adjacent territory. She took over the work last fall after the death of her husband, D. L. Pierce, who represented the company in that territory. She made good on the job from the start.

It is interesting to note that two of the three women whose success in selling packinghouse products has been recorded on this "Page for the Packer Salesman" have taken up the work and the route covered by their husbands when the latter passed on.

THE NATIONAL PROVISIONER will be glad to hear of other packer saleswomen, either country or city.

legitimate reason why the meat packing industry should so continue.

"While all this cannot be changed overnight or in a single day, we can all be thinking along these lines now, and some day the unprofitable variable price list will no longer be tolerated."

Price-Cutting Leads to Abuses.

Another says:

"Cutting prices leads to many abuses. It is unfair to the packer and to the retailer who is honest in his dealings with the packer salesman.

"If salesmen knew what it cost to produce the various items on their lists and if they always made prices that would leave the firm a profit there might be some logic in the practice. But profits cannot be made when goods are sold for less than it costs to produce them.

"In regard to the specific question: If the retailer told the truth I believe this salesman was justified in cutting the prices on the two items, in view of the fact that price cutting is more or less general. The transaction appar-

ently was profitable to the firm. If the prices had not been cut the plant would have lost this profit, assuming that the loss on the two items, if there was any, was more than made up by the profit on the other merchandise sold."

What do you think? Did the plant profit when this salesman cut prices on the two items and sold a large order of other merchandise as a result? Write your opinions to the editor of THE NATIONAL PROVISIONER.

SELLING THE LIST.

Meat salesmen are urged continually to sell everything on the list. Perhaps they are conscientious in their efforts to do this, but quite often they do not get the best results because they do not plan their work in a systematic manner.

One salesman keeps a list of his customers and the products each buys from him. Each week he checks his sales to each customer against the list and ascertains the products each customer is not buying.

Having this information, he plans his work for the following week, with the end in view of getting each customer to stock one or two items not now being purchased from the salesman or not carried in stock.

No attempt is made to sell a number of new products at one call. The salesman is satisfied if he can induce a customer to stock one or two new items. The next week he tries to sell additional ones.

This salesman believes better results can be obtained by working in this manner than can be had by trying to sell a long list of new items at one call.

SELLING BY TELEPHONE.

Know your customer before you attempt to save time by soliciting his business over the telephone. Some retailers dislike to do business over the phone. And then it may happen that he would be interrupted when he is waiting on a customer or is busy otherwise.

Under such circumstances he probably would not want to give the time to place an order, particularly when he is sure another salesman to whom he can give his order personally and at his leisure will call.

The telephone is a valuable business aid, but its use can be carried too far when selling meats. By this it is not meant that advantage should not be taken of it to save time now and then, but that one should be sure of his ground before risking the loss of an order.

AUTHORITIES ON HEATING, COOLING AND AIR CONDITIONING
Original Research, Skilled Engineering, Complete Facilities, Large Production, Field Inspection



The Most ELUSIVE Thing You Have to Buy

You cannot touch it. Your eyes never see it. You buy it only indirectly. Yet it affects personnel, product and pocketbook—all of them vitally. It is WARMTH.

Warmth—or more definitely, comfortable working conditions—is an elusive purchase. There are hundreds of devices which will warm a factory, or cool or humidify it. How efficiently they do it, however, depends on fundamental principles of design, soundness and niceties of construction and suitability to conditions. And these are matters decided by the capacity, experience and resources of the manufacturing company.

As pioneers of floor intake Unit Heaters, York's experience extends over a long period of years. All York equipment is the product of original research and thorough engineering.

The line of York products embraces so many types and sizes that a York engineer-salesman can act as an unbiased technical adviser in finding the one economical answer to a heating, cooling or conditioning problem.

This is why the York organization has grown until it produces and sells more industrial Unit Heater capacity than any other.

With such a record of past successes, it should be of interest to any executive to learn, first of all, what York's recommendations on any proposed job are, whether for heating, cooling or conditioning. York Heating & Ventilating Corp'n, 1569 Sansom St., Philadelphia.

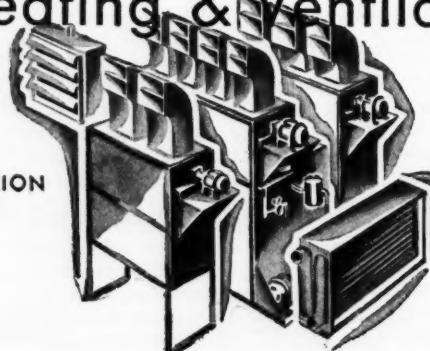
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Refrigeration and Frozen Foods

Plant Cooling Notes

For the Meat Plant Employee Who Is Interested in Refrigeration.

COMPRESSOR EXPLOSIONS.

While refrigeration plant explosions are not as common as they once were, yet they still occur with a frequency that should call for still further investigations into the cause of these expensive and often fatal demonstrations. Several plausible theories have been advanced in respect to these explosions, but so far as has been discovered, no one theory or even a combination of the theories entirely explain many of these disasters.

Data secured from explosions point to the fact that some chemical reaction takes place between the ammonia and lubricating oil vapor under certain extreme conditions, and that this reaction is responsible for an exceedingly high and enduring pressure within the cylinder of the compressor.

The most significant fact in respect to this idea lies in the fact that a considerable percentage of lubricating oil fractions are unsaturated compounds, and that under certain conditions, the free hydrogen in the system can recombine with unsaturates to form new and most unstable compounds.

Given the proper instantaneous pressure, temperature and volume of free hydrogen, the unsaturates of the lubricating oil will be hydrogenated which then are disrupted suddenly on the completion of the compression stroke. Such compounds probably constitute less than 10 per cent of the total available hydrocarbons present in the cylinder, but they are capable of pushing the pressure far over the bounds of the ordinary safety factor for which the average compressor is designed. The compression space in the ammonia compressor is very small and a great quantity is not necessary.

It is likely that a third condition is also necessary for the explosion in addition to those already mentioned. In short, there must be a nucleus or starting point for the explosion, just as a nucleus of carbon or hot metallic point is necessary for an explosion in an air compressor cylinder. This carbon or resinous deposit is comparable with the action of a catalyst and seems to play an essential part in the reaction.

Explosions rarely occur without some sort of a nucleus when ignition takes place spontaneously and outside of a sharply defined point of ignition such as the electrodes of a spark plug. Given these factors, all of which must be in agreement at the same instant, the rise of pressure takes place suddenly. It is significant, that such explosions seldom if ever take place in a carbon dioxide system where the apparently necessary free hydrogen atom is lacking.

Asphaltic or naphthenic base lubricating oils contain a greater percentage of unsaturates than the paraffin base oils, hence are peculiarly subject to spontaneous decomposition after hydrogenation according to the theory herein proposed. Because of their low setting point, naphthenic oils are very commonly employed for the lubrication of refrigeration equipment and thus we have one more connection in the chain of events which points to a semblance of truth in the proposed theory.—Ice and Refrigeration.

REFRIGERATION NOTES.

John A. Prescott is preparing to construct a cold storage plant in Fort Lauderdale, Fla. It will cost about \$75,000.

St. Louis Refrigerating and Cold Storage Co., St. Louis, Mo., has let a contract for the construction of a cold storage plant and substation at 1304 Clark ave.

Plans for a refrigerating and cold storage plant have been prepared for the Southside Marketing & Finance Corp., Hopewell, Va.

A cold storage plant will be erected in Eastman, Ga., by Fred R. Bennett. It will cost about \$35,000.

A bonded warehouse with cold storage facilities will be constructed in Yuma, Ariz., by the Yuma Bonded Warehouse Co., Inc.

A fish plant with sharp freezing facilities is being planned by T. H. Newman, Miami, Fla.

Additional refrigerating machinery has been purchased recently by the Independent Ice & Cold Storage Co., Shreveport, La.

A cold storage plant to cost \$6,000 has been installed in the Suiter produce house, Mapleton, Ia.

M. H. N. Noack & Son, Arlington, Minn., recently have constructed a cold storage plant and warehouse. The cost was about \$40,000.

Southwest Food & Refrigerating Co., Pampa, Tex., are considering the erection of an ice manufacturing and cold storage plant. The building and equipment planned will cost about \$100,000.

Considerable additional refrigerating machinery was installed recently in the plant of the Waynesboro Cold Storage Corp., Waynesboro, Va.

Plans for a 100-car cold storage plant have been announced by D. H. Gilbert, Winter Haven, Fla.

A permit has been granted for the construction of an addition to the plant of the Union Ice Co., Los Angeles, Calif. The cost of the improvement will be about \$10,000.

An additional refrigerating machine has been installed in the plant of the Artesian Ice & Cold Storage Co., Troy, Kan.

A contract for the erection of an ice plant to cost about \$35,000 has been let by the General Refrigeration Co., New Orleans, La. The plant will be built at Columbia, Miss.

FROSTED FOODS SALES GROW.

Commenting on the success of "frosted" foods in Springfield, Mass., Marion Harper, vice-president of General Foods Sales Company, Inc., says that three features predominated in this new system of merchandising food. These were:

1. Ease and convenience of ordering.
2. Confidence attached to the purchase of products of uniform quality and precise weight.
3. Superior advantages of handling foods in moisture-and-dust proof wrappers and neat, attractive packages.

"The opportunity of buying perishable foods under such circumstances—of securing them on a trade-mark basis, appeared to customers with a force equally as great as the incentive afforded by the exceptional freshness, flavor and texture of the products," Mr. Harper said.

Using the first week as a base, total sales during the six weeks of the test increased at a rate of 25 to 40 per cent weekly, according to General Foods Corporation estimates. As high as 80 per cent of the sales in some stores were made to previous purchasers, and it is estimated that the average repeat sales were about 76 per cent.

"The Springfield test opened as an experiment," Mr. Harper said. "It closed as an established success."

REFRIGERATED MEAT TRAILERS.

Some meat packers are considering refrigerated trailers as a means of reducing the cost of transporting meats by motor truck. This is particularly true when branch houses, wholesalers, jobbers and others buying large quantities are being served. What is possible along this line is illustrated in the experience of a dairy firm in Toronto, Canada. In this case the trailer is used to transport bottled milk, cream, etc., from the central plant to the various depots.

The practice in this case is to leave the loaded trailer at a depot to be unloaded while the truck proceeds to another point. On its return the truck picks up the trailer and returns it to the central plant. The running expenses of the truck and trailer, it is said, are slightly higher than the cost of operating the truck alone, but considerably under what it costs to operate two trucks with a combined capacity equal to that of the truck and trailer.

NEW FISH PRODUCT ON MARKET.

A new product, Nordic fish steaks, quick-frozen by the "Taylor process," which is claimed to seal in the juices and nutrition, and at the same time eliminate objectionable fishy odors, were introduced at a recent demonstration luncheon in Syracuse, N. Y., by the Atlantic Coast Fisheries Corpora-

tion, opening an intensive merchandising campaign. Chain store buyers, heads of grocery and meat stores, members of civic and business organizations were guests.

The inventor of the process, Dr. Harold F. Taylor, president of the company, explained that the fish—in this case deep-sea haddock—are cleaned, washed, packed in chopped ice and rushed to the plant at Groton, Conn. Heads, tails, bones and all other waste are removed and made into by-products.

Fish for steaks go into a machine which cuts them into uniform thickness. They are then quick frozen, inspected and automatically sealed in waxed paper cartons, which in turn are wrapped in cellophane.

A carton contains two fish steaks. Cooking directions are printed on the back of each package. Steaks are pinky white in color. If the Syracuse experiment succeeds, officials assume the new product will likewise be accepted in localities farther inland.

FILTER AIDS FOR LARD.

(Continued from page 33.)

It should also be added that in the case of the high density fuller's earth, the oil retention is likely to be twice as great as with the low density earth. The true test of oil retention, however, can only come from a plant test and a laboratory analysis of an average sample taken from the press cake.

Oil Retention is Important.

This matter of oil retention is very important because, for example, a fuller's earth weighing 30 lbs. per cubic foot might have an oil retention of 50 per cent of the total weight of the cake as against 25 per cent in the case of the fuller's earth weighing 60 lbs. per cubic foot. Thus the extra oil wasted in the case of the lower density fuller's earth might be such as to greatly increase the operating cost when using the low density earth.

The matter of evaluation of the flavor and odor effect of the fuller's earth upon the treated lard is so much a matter of personal taste that a half dozen men skilled in lard refining might express a difference of opinion. In the face of prejudice which has existed in the past in favor of the imported earth, it is a very easy matter for a refiner or a packinghouse executive to lay any lard troubles to a change in the supply of fuller's earth, even though there may be no justice in the assumption that the fuller's earth is responsible for the trouble.

Diatomaceous Earth.

Diatomaceous earth is produced largely on the west coast of the United States from deposits of diatoms which run very high in silica content and are exceedingly porous in physical structure.

While great numbers of distinct types of diatoms have been identified and isolated under the microscope, two general types may be said to exist; one being a disc-like type and the other a needle or spear like type. It is generally believed that a proper combination of these two general types produces an ideal filtering bed with the ability to remove certain colloids and a considerable amount of moisture by selective absorption.

The function of diatomaceous earth is merely to act as an ideal filter bed and to remove moisture and impurities of a more solid nature. It has no decolorizing action and no deodorizing action outside of its ability to remove impurities. Activated carbon, on the other hand, reduces colloidal impurities.

Activated Carbon.

Activated carbon combines a decolorizing action with an enormous ability to absorb impurities and some moisture, and it has a strong tendency to remove odors by absorption.

Some refiners of lard have used fuller's earth and activated carbon together. Others have used fuller's earth in combination with diatomaceous earth, and others have used diatomaceous earth in combination with activated carbon.

The operating instructions for the use of fuller's earth would apply also to the use of diatomaceous earth and activated carbon, either used separately or in conjunction.

It should be noted that even the matter of color removal of fuller's earth and of activated carbon differs, as fuller's earth tends to remove yellow color, whereas activated carbon tends to remove red colors.

Deodorizing Action on Pure Lard.

The action of activated carbon in removing odors from glue, gelatine, organic solutions, chemicals and pharmaceuticals, vegetable oils, etc., is well known, and it is therefore not strange that it should possess a definite ability to assist the lard refiner in this respect.

It should not be expected that a complete removal of all characteristic odors and flavors should be immediately accomplished by the addition of the relatively small amounts generally employed in lard processing.

It is impossible to cook lard in

combination with meaty tissue for hours whereby strong meaty taste develops, and then expect one-twentieth of 1 per cent of carbon to completely remove this strong flavor by contacting for a few minutes.

However, the activated carbon will have a tendency to remove sharpness of flavor, and it is a matter of record that the meaty flavor referred to is generally recognized as a pure lard flavor and is pretty generally liked, providing it is not too sharp, so that activated carbon may be a big help.

Activated carbon will be found particularly valuable as a deodorizing medium in cases where lard has a flat or slightly foreign flavor and odor.

There is no question as to the reducing action of activated carbon in some fields, and there appears to be some evidence to show that its reducing action may tend to minimize oxidation leading to rancidity in pure lard, or possibly it may give the lard greater resistance against rancidity.

Testing Carbons for Use.

In evaluating carbons for use in deodorizing and decolorizing pure lard, the following points are especially to be considered:

1. Purity of the carbon. It is carbon, and not inert material which apparently has the ability to absorb odors and red color.
2. Surface for absorption. Naturally the greater the exposed surface of the carbon the greater will be the power of absorbing odors and color.
3. Effect of the carbon on the free fatty acid content of the lard. Naturally a carbon should be chosen which will have no tendency to increase the free fatty acid content of the pure lard. Some carbons even seem to have the effect of reducing the free acid content. This is due probably to the fact that the carbon has absorbed certain impurities in the lard which reacted with the tenth normal sodium hydroxide solution in making the free fatty acid determination and not through any absorption of free fatty acids.

Removal of impurities, color and traces of moisture through filtration and through absorption in filter aids is very much to be commended, providing careful thought is given to the selection of such filter aids and the methods of applying them.

ARGENTINE CATTLE SLAUGHTER.

Argentine cattle slaughters from January to June, 1930, totaled 2,105,955 head, being 104,706 less than in the similar period of 1929. Of this number, 1,398,753 were slaughtered in frigorificos. The June slaughters totaled 301,639, compared with 370,150 in June, 1929. Sheep slaughter amounted to 3,425,368 during the first six months of the year, compared with 3,281,817 in the first half of 1929. Frigorificos accounted for 3,117,781 of this number. Hog slaughters totaled only 377,107 head for the six months, being 46,417 less than a year ago.

Watch the "Wanted" page of THE NATIONAL PROVISIONER for bargains and business opportunities.

Your Cooling System

Most hot weather troubles can be traced to faulty refrigeration.

Do you ever have trouble with the refrigerating system in your plant?

Do you know how to take care of your condensers, brine circulation, refrigerating machines?

Is your insulation in good shape?

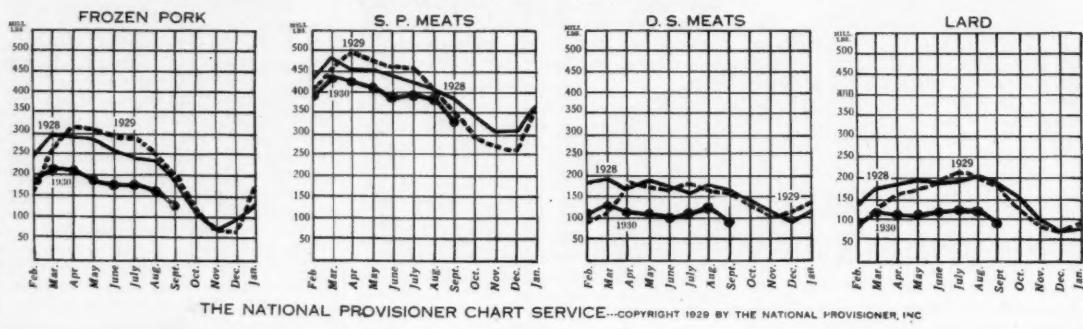
Cold air leaks cost money. They will eat you up if you don't watch out!

Care of a packinghouse refrigerating system is plainly and simply described in an article on "Refrigeration in the Meat Plant," by a packinghouse master mechanic, printed in a recent issue of THE NATIONAL PROVISIONER.

If you want a copy of the article, cut out this notice and send it with a 2-cent stamp to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

STORAGE STOCKS OF PORK AND LARD

IN THE UNITED STATES—U. S. GOVERNMENT REPORT



THE NATIONAL PROVISIONER CHART SERVICE—COPYRIGHT 1929 BY THE NATIONAL PROVISIONER, INC.

This chart in THE NATIONAL PROVISIONER DAILY MARKET SERVICE series, shows the trends of storage stocks of meats and lard during the first eight months of 1930, compared with those of 1929 and 1928.

There was a sharp decline in most stocks during the month, this being in large part seasonal. In the case of frozen pork this decline was not quite so sharp as during August, 1929, and 1928. In S. P. meats it paralleled that of a year ago and was sharper than that of August, 1928.

Dry salt meat stocks declined during the month more rapidly than in the same month one and two years ago. This was attributable in large measure to the smaller number of heavy hogs marketed during the summer months rather than to an increase in distribution. Lard stocks have been directly affected by the smaller number of hogs marketed.

Stocks of all meats, with the possible exception of sweet pickle meats and lard, are at levels well under those of one and two years ago.

Fewer loins have been going to the freezer because of the lighter hog runs and the good demand for the available supply at a price too high to permit of freezer accumulation. Frozen bellies were the active item in storage stocks during the month, there being a broad trade in this product. There was little trading in frozen hams and frozen picnics.

Pickled meats have moved out well through smokehouse channels, and there has been a fair trade in job lots and some carlot buying by packers, indicating moderate supplies, but this has not been reflected to any extent in price. The Liverpool market shows little strength, and there is limited inducement to ship product there.

While lard stocks are the lowest for the season in three years, they appear to be ample for consumptive needs. Such strength as has been shown in trading prices has been a reflection of the situation in the corn market rather than an actual increase in either domestic or foreign demand.

The position of storage stocks is good as the new crop year approaches. While the stocks are low they parallel demand and place the industry in posi-

tion to move with the situation however it develops.

CHICAGO MID-MONTH STOCKS.

Stocks of provisions in Chicago at the close of business on September 14, 1930:

	Sept. 14, 1930.	Aug. 31, 1930.	Sept. 14, 1929.
Meat pork, new, made since Oct. 1, '29, brls....	224	245	984
P. S. lard, made since Oct. 1, '29, lbs....	28,872,897	36,610,096	75,322,720
P. S. lard, made Oct. 1, '28, to Oct. 1, '29, lbs....	.....	118,000	.....
Other kinds of lard, lbs....	6,826,853	9,596,298	15,980,773
S. R. sides, made since Oct. 1, '29, lbs....	.....	477,910	.....
D. S. Cl. bellies, made since Oct. 1, '29, lbs....	8,615,744	10,544,722	22,719,960
D. S. rib bellies, made since Oct. 1, '29, lbs....	2,637,605	2,983,746	3,546,763
Ex. Sh. Cl. sides, made since Oct. 1, 1929, lbs....	97,217	105,311	170,511

PRODUCE IN COLD STORAGE.

Cold storage holdings of butter, cheese and eggs on September 1, 1930, with comparisons, as reported by the U. S. Bureau of Agricultural Economics, are as follows:

	Sept. 1, 1930.	Sept. 1, 1929.	Aug. 1, 1930.
M. Ibs.	M. Ibs.	M. Ibs.	
Butter, creamy	143,096	168,952	145,061
Cheese, American	87,253	86,558	88,749
Cheese, Swiss	7,571	7,421	6,334
Cheese, brick & Munster	895	982	1,452
Cheese, Limburger	1,471	1,618	1,453
Cheese, all other	10,064	8,430	10,911
Eggs, cases	10,375	8,547	11,198
Eggs, frozen	113,238	86,688	116,272

FROZEN POULTRY IN STORAGE.

Cold storage holdings of frozen poultry on September 1, 1930, with comparisons, are reported as follows by the U. S. Bureau of Agricultural Economics:

	Sept. 1, 1930.	Sept. 1, 1929.	Aug. 1, 1930.
M. Ibs.	M. Ibs.	M. Ibs.	
Broilers	9,233	18,179	8,274
Fryers	1,954	1,529	2,492
Roasters	4,782	5,142	6,857
Fowls	5,645	6,620	7,101
Turkeys	4,499	5,873	5,883
Miscellaneous	16,516	16,667	16,360

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended September 13, 1930, amounted to 6,443 metric tons, compared with 5,424 metric tons for the same period of 1929.

STOCKS IN COLD STORAGE.

The figures for storage stocks on which the chart on this page is based, are as follows:

	1926.	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
Lbs. (000 omitted).					
Jan.	57,960	294,642	119,617	42,478	
Feb.	95,811	319,726	188,005	64,187	
Mar.	120,115	455,661	144,071	76,145	
Apr.	129,259	346,049	151,286	93,108	
May	124,569	358,905	140,526	98,305	
June	117,386	320,805	126,801	106,824	
July	120,717	334,805	148,164	120,527	
Aug.	131,104	341,687	168,882	158,672	
Sept.	116,964	280,322	131,763	128,235	
Oct.	117,673	298,106	143,276	105,558	
Nov.	49,376	257,726	95,521	72,355	
Dec.	55,294	247,787	67,008	46,826	

	1927.	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
Lbs. (000 omitted).					
Jan.	97,650	300,904	68,203	49,902	
Feb.	149,568	352,051	86,505	69,495	
Mar.	177,876	392,642	101,156	77,108	
Apr.	193,843	418,724	124,714	92,090	
May	204,603	435,967	129,657	96,611	
June	211,496	432,492	143,062	111,775	
July	220,085	444,778	167,248	146,250	
Aug.	214,425	440,752	185,963	179,029	
Sept.	180,979	407,511	178,121	107,300	
Oct.	126,887	341,460	140,417	118,174	
Nov.	76,785	290,261	100,646	71,606	
Dec.	65,640	277,382	77,145	45,503	

	1928.	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
Lbs. (000 omitted).					
Jan.	165,221	370,442	119,407	83,780	
Feb.	263,707	460,266	159,769	121,354	
Mar.	322,542	496,478	177,887	104,755	
Apr.	323,403	496,322	178,012	104,506	
May	306,951	480,069	178,652	178,088	
June	288,825	459,878	169,663	166,073	
July	285,120	453,342	174,968	214,465	
Aug.	245,714	408,998	164,473	204,939	
Sept.	174,206	352,630	155,960	178,228	
Oct.	103,749	285,553	125,904	126,810	
Nov.	66,049	260,317	105,178	82,452	
Dec.	66,695	293,712	101,183	67,015	

	1929.	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
Lbs. (000 omitted).					
Jan.	151,611	375,217	143,011	85,217	
Feb.	245,708	424,921	167,561	140,526	
Mar.	201,050	473,916	179,776	173,864	
Apr.	289,754	465,612	178,593	170,428	
May	285,110	452,868	185,580	184,748	
June	256,261	443,044	171,450	183,490	
July	247,815	430,317	168,805	199,696	
Aug.	229,930	412,571	172,294	203,931	
Sept.	176,181	382,750	160,519	176,890	
Oct.	119,204	342,038	139,256	153,000	
Nov.	75,910	304,400	111,062	90,845	
Dec.	84,867	316,280	88,783	68,517	

	1930.	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
Lbs. (000 omitted).					
Jan.	145,070	368,126	107,783	82,088	
Feb.	178,760	332,915	116,568	92,676	
Mar.	217,042	443,882	122,740	111,914	
Apr.	206,417	430,926	115,653	105,067	
May	189,692	411,705	110,308	104,906	
June	184,151	382,403	106,913	115,270	
July	174,847	369,803	104,280	120,977	
Aug.	157,842	370,529	114,477	118,023	
Sept.	124,692	328,742	97,526	89,140	

Provision and Lard Markets

WEEKLY REVIEW

Trade Quiet—Prices Easier—Hog Movement Free—Cattle and Sheep Movement Liberal—Supply Exceeding Demand.

The provision market this week has been a little disappointing. Prices improved and then reacted on some evidence of a little better marketing of livestock. Whether this is the beginning of the normal fall increase or the result of some forced marketing is still a little obscure. The supply of all livestock at Chicago on Tuesday was a little in excess of the demand, and there was some recession in price. The conditions, however, have been stable and there is no evidence of any pronounced pressure as yet.

The Washington statement on the supply of hogs was rather bullish. Briefly this said that a reduction of the number of hogs for slaughter during the next few months seemed probable. Present evidence was that the indicated supply of hogs would be from 4 to 6 per cent smaller than that of the current year. Although the average hog prices during the 1930-31 hog year are expected to be higher than during the year just ending, feed prices would also be relatively higher. The short corn crop of 1930 present an unfavorable corn-hog ratio and was likely to reduce the fall pig crop of 1930 and the spring and fall crop of 1931.

The statistics of the movement of livestock at 65 markets during August threw a rather interesting sidelight on the effect of the drought in the demand for cattle for feeding. While the receipts of cattle for August were 1,062,091 head, a decrease of 93,547 from last year, there was a decrease of 116,498 in the stocker and feeder shipments and a decrease of 110,536 in the total shipments. On the other hand, while there was a decrease compared with the 5-year average in the receipts of 339,978, the decrease in stocker and feeder shipments was only 149,658.

Hog Movement Smaller.

In the hog movement there was a decrease compared with last year of 346,828, and a decrease in the local slaughter of 348,482. Compared with the 5-year average, there was a decrease of 159,372 in the receipts and a decrease of 181,214 in the slaughter. Combining the figures, the slaughter of cattle showed a decrease of 8,006, compared with a year ago; hogs, a decrease of 348,482, calves, an increase of 27,417; sheep and lambs, an increase of 110,962.

In view of the decrease in the total production of hog products of 756,000,000 lbs., compared with last year, it is not at all surprising that the total stock of all kinds of meat and lard are not only distinctly less than last year but distinctly less than the 5-year average.

A rather interesting feature in connection with the movement of hogs for market this year is the maintained good weight. The average weight of hogs last week at Chicago was 250 lbs., notwithstanding all the talk of high feeding cost and short feed crop, compared

with 246 lbs. a year ago and 244 lbs. two years ago.

PORK—A rather quiet but steady market was noted in New York. Mess quoted at \$32.50; family; \$35.50; fat backs, \$22.50@26.00.

LARD—Domestic trade was good, but export interest was limited. The market was steady to firm. Prime western at New York was quoted at \$12.25@12.35; middle western, \$12.05@12.15; city, 11 1/2c; refined continent, 12 1/2c; South America, 13 1/2c; Brazil kegs, 14 1/2c; compound, car lots, 10 1/2c; smaller lots, 10 1/2c. At Chicago, regular lard in round lots was quoted at September price; loose lard at September price; leaf lard, 47 1/2c over September.

See page 47 for later markets.

BEEF—Demand in the East was fair and the market steady.

Mess at New York was quoted at \$20.00; packet, \$17.00@18.00; family, \$20.00@22.00; extra India mess, \$35.00@37.00; No. 1 canned corned beef, \$3.10; No. 2, \$5.50; 6 lbs. South American, \$16.75; pickled tongues, \$70.00@75.00 per barrel.

New Hog Outlook Factors

Reduction in the supply of slaughter hogs during the crop year 1931, beginning October 1, 1930, is predicted by the U. S. Department of Agriculture in its hog outlook report of September 15, 1930.

The department is looking for a decrease of 4 to 6 per cent in the marketing of hogs during the coming year from the number marketed in the year now ending.

Also it predicts considerably higher prices, based on higher feed costs.

Whether or not a marked increase in the price of the small grains which will have to supplement the corn crop in hog feeding is anticipated, is not stated. As the shortage lies wholly in corn, the marked increase in price will probably be found in this crop.

During the current year there was a considerable decline in hog marketings

Cut-Out Values Decrease During Week

Declining product prices have resulted in a less satisfactory cut-out on hogs during the first four days of the current week. Even though the average price level has been arbitrarily reduced from that of last week, the cut-out returns are considerably less satisfactory.

Despite low storage stocks and a report by the government during the week that hog supplies of the coming crop year could be expected to be from 4 to 6 per cent below those of the current year, there was no strengthening in product prices.

Throughout the week the Chicago market has been somewhat stronger than eastern consuming centers, at some points the demand for all fresh meats being slow.

Packers need have little concern as long as they cut their hogs without loss, but whenever cutting losses mount as they have during the current week product going to cure is given an added handicap due to current costs being so much higher than current values.

There would seem to be little reason for concern regarding the hog crop of the coming year as it is not logical to think that farmers will reduce materially their most profitable crop—hogs. Wheat has returned some farmers as high as \$1.50 per bushel when marketed as hogs, and there is plenty of wheat and other small grains. This fact, coupled with the greater profitability of hogs over any other farm crop, would hardly seem to point to shortage.

Results on the following four averages of hogs show a troublesome cutting loss particularly on the heavier weights. It would be well for packers to keep a close check on their cut-out values particularly at this time when live costs have a tendency to run well ahead of product values.

The following figures, worked out on the basis of average costs and average values at Chicago during the first four days of the week, are furnished only as a guide. Each packer should substitute his own costs, credits and yields.

	100 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$ 2.46	\$ 2.44	\$ 2.40	\$ 2.35
Picnics	.71	.65	.60	.51
Boston butts	.80	.80	.80	.80
Pork loins (blade in)	2.23	1.98	1.60	1.31
Bellies	2.26	2.20	1.18	.45
Bellies (D. S.)	....	....	.73	1.40
Fat backs (D. S.)	....	....	.46	.62
Plates and jowls	.17	.20	.20	.20
Raw leaf	.23	.25	.26	.26
P. S. lard, rend. wt.	1.45	1.69	1.40	1.34
Spare ribs	.13	.11	.11	.11
Trimmings	.20	.20	.20	.20
Rough feet	.08	.08	.08	.08
Tails	.02	.01	.01	.01
Neck bones	.04	.03	.03	.03
Total cutting value	\$10.73	\$10.59	\$ 9.96	\$ 9.80
Total cutting yield	65.50%	66.75%	68.50%	70.00%
Crediting edible and inedible offal to the above total cutting values and deducting from these the live cost of hogs plus all expenses, the following results are shown:				
Loss per cwt.	\$.19	\$.41	\$ 1.05	\$ 1.21
Loss per hog	\$.52	\$.82	\$ 2.49	\$ 3.48

from the previous year, but in spite of this both hog and meat prices declined. A strengthened industrial situation would enable some increase in price, but should hog and product prices go too high substitution of other foods can be anticipated.

From the standpoint of the meat packing industry, therefore, it would seem that more factors should be considered than possible shortage in the number of hogs marketed.

What the Government Predicts.

The full text of the department's statement follows:

"A reduction in slaughter supplies of hogs during the next twelve months both through smaller numbers and lighter weights seems probable. Although the average of hog prices in the 1930-31 marketing year is expected to be higher than that of the year ending September 30, 1930, it will be accompanied by relatively high feed prices.

"Present evidence indicates that the inspected slaughter for the 1930-31 marketing year will be between 4 and 6 per cent smaller than that of the current year. The short crop of 1930 and the present unfavorable corn hog ratio is expected to reduce the fall pig crop of 1930 and the spring and fall pig crops of 1931. This probably will postpone for at least a year the increase in hog production that would have started this fall had corn production been average or better. Slaughter from the 1931 pig crops which will come to market in 1931-32, may possibly be considerably smaller than that from the 1925 pig crops, which followed the short crop of corn in 1924, and thus be the smallest slaughter in ten years.

Storage Stock Situation.

"From the standpoint of storage supplies the 1930-31 hog crop marketing year will begin under much more favorable conditions than prevailed on October 1, 1929. Stocks of pork on September 1, this year, were 23 per cent smaller than those on September 1, 1929, and lard stocks were 50 per cent smaller. This decrease in storage holdings is equivalent to about 1,600,000 hogs.

"Larger numbers of hogs in Europe indicate continuation of the present unfavorable foreign outlet for American hog products during the next twelve months, but domestic demand for pork is expected to strengthen somewhat during the course of the next crop year.

"The slaughter of hogs during September and October probably will be considerably smaller than the relatively large slaughter during the period in 1929. Marketings from late November to early January probably will be relatively large and below average in both weight and finish. This bunching of marketings in the early winter is expected to result in materially reduced market supplies in the late winter and spring.

The Feed Situation.

"In view of this expected distribution of marketings and a probable improve-

ment in demand, producers who have sufficient feed probably will find it advantageous to head their hogs for the late winter market and feed average weights rather than sell them early in an unfinished condition.

"For the long-time outlook it would seem that hog producers in areas which have fairly abundant supplies of feed might well increase the number of sows to be bred to farrow next spring, even though feed prices in relation to hog prices during the next year are relatively unfavorable. In areas where feed supplies are scarce and prices high, hog producers, before sacrificing their breeding herds, should consider that hog prices a year from this winter may be high enough to recompense even high cost production next year and that prices of breeding stock at that time may be high."

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended September 13, 1930, were as follows:

HAMS AND SHOULDERS INCLUDING WILTSHIRES.

Jan. 1,
—Week ended—
Sept. Sept. Sept.
1930. 1929. 1930. 1930.
M lbs. M lbs. M lbs. M lbs.

Total 1,114 1,400 1,114 93,407

To Belgium 6 29 10 1,694

United Kingdom 929 1,145 912 75,451

Other Europe 5 584

Cuba 29 52 3,420

Other countries 179 140 12,258

BACON, INCLUDING CUMBERLANDS.

Jan. 1,
—Week ended—
Sept. Sept. Sept.
1930. 1929. 1930. 1930.
M lbs. M lbs. M lbs. M lbs.

Total 1,431 2,110 1,421 79,290

To Germany 54 115 113 3,941

United Kingdom 1,132 989 855 42,505

Other Europe 238 942 285 18,478

Cuba 13 15 9,102

Other countries 7 173 5,264

LARD.

Jan. 1,
—Week ended—
Sept. Sept. Sept.
1930. 1929. 1930. 1930.
M lbs. M lbs. M lbs. M lbs.

Total 6,611 9,702 7,630 479,426

To Germany 588 2,686 3,357 93,287

Netherlands 955 1,063 494 28,903

United Kingdom 2,380 2,523 1,805 105,979

Other Europe 676 1,252 373 52,090

Cuba 912 1,321 1,046 52,944

Other countries 839 857 504 86,223

PICKLED PORK.

Jan. 1,
—Week ended—
Sept. Sept. Sept.
1930. 1929. 1930. 1930.
M lbs. M lbs. M lbs. M lbs.

Total 380 278 161 21,403

To United Kingdom 13 34 31 2,751

Other Europe 14 35 35 1,216

Canada 306 201 64 5,567

Other countries 47 43 31 11,929

TOTAL EXPORTS BY PORTS.

Week ended Sept. 13, 1930.

Hams and shoulders, Bacon, Lard, pork, M lbs. M lbs. M lbs. M lbs.

Total 1,114 1,431 6,611 380

Boston 8 78 31 12

Detroit 636 364 442 62

Port Huron 437 148 1,175 245

Key West 507 1,175 45

New Orleans 33 1 1,175 45

New York 840 3,198 16

Philadelphia 72 44

DESTINATION OF EXPORTS.

Hams and shoulders, Bacon, M lbs. M lbs.

Exported to: United Kingdom (Total) 929 1,132

Liverpool 444 580

London 140 387

Manchester 21 2

Glasgow 146 119

Other United Kingdom 178 44

LARD.

M lbs.

Exported to: Germany (Total) 858

Hamburg 711

Other Germany 147

CASING EXPORTS FROM CHINA.

"Sausage casings exports from all of China to the United States during the first seven months of 1930 were valued at \$669,000, according to cable advices to the U. S. Department of Commerce.

TO QUOTE FANCY GRADE PORK.

(Continued from page 27.)

BOILING HAMS.

Green. Standard.	Sweet Standard.	Pickled. Fancy.	
16-18	18 1/2	18	18 1/2
18-20	18 1/2	18	18 1/2
20-22	18	18	18 1/2
16-22 range	18 1/2	...	...

SKINNED HAMS.

Green. Standard.	Sweet Standard.	Pickled. Fancy.	
10-12	20 1/2	20 1/2	21 1/2
12-14	20 1/2	20	21
14-16	20 1/2	19 1/2	20 1/2
16-18	18 1/2	19	19
18-20	17 1/2	18	19
20-22	16 1/2	16 1/2	17 1/2
22-24	15	16	...
24-26	13 1/2	15 1/2	...
25-30	13 1/2	15 1/2	...
30-35	13	15 1/2	...

PICNICS.

Green. Standard.	Sweet Standard.	Pickled. Fancy.	
4-6	18 1/2	18	14
6-8	12 1/2	12	13
8-10	11	11 1/2	12 1/2
10-12	11	11 1/2	12 1/2
12-14	11	11 1/2	12 1/2

BELLIES.

Green. Standard.	Cured.		
Sq. Sds.	Dry Cured.		
6-8	22	22 1/2	23
8-10	20 1/2	21	21 1/2
10-12	19 1/2	20	20 1/2
12-14	19	19 1/2	20
14-16	18 1/2	19	19 1/2
16-18	18	18 1/2	19

D. S. BELLIES.

Standard.	Fancy.	Rib.	
Clear.			
40-50	12 1/2	12 1/2	12 1/2

D. S. FAT BACKS.

Standard.	Trim.	Export.
8-10	9%	10
10-12	10	10 1/2
12-14	10 1/2	10 1/2
14-16	11	11 1/2
16-18	11 1/2	11 1/2
18-20	12	12 1/2
20-25	12 1/2	12 1/2

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Sept. 16, 1930.—Extra tallow, f.o.b. seller's plant, 5 1/4 lb.; Manila cocoanut oil, tank coast, 5 1/2 lb.; Manila cocoanut oil, tanks, New York, 5 1/2 lb.; Cochin cocoanut oil, barrels New York, 7 1/2@8c lb.

P. S. Y. cottonseed oil, barrels New York, 9 1/2@10c lb.; crude corn oil, barrels New York, 9@9 1/4c lb.; olive oil foots, barrels New York, 7 1/2@7 1/2c lb.; 5 per cent yellow olive oil, barrels New York, 85@90c gal.

Crude soya bean oil, barrels New York, 10 1/2@11c lb.; palm kernel oil, barrels New York, 9@9 1/4c lb.; Niger palm oil, casks New York, 6@6 1/4c lb.; Lagos palm oil, casks New York, 6 1/4@6 1/2c lb.; glycerine, soaplye, 6%@7c lb.; glycerine, C. P., 13 1/4@14c lb.; glycerine, dynamite, 10 1/4c lb.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Sept. 1, to Sept. 17, 1930, totaled 9,666,267 lbs.; tallow, none; greases, 914,400 lbs.; stearine, none.

HULL OIL MARKETS.

Hull, England, Sept. 17, 1930.—(By Cable)—Refined cottonseed oil, 29s; Egyptian crude cottonseed oil, 25s

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—In a general way the tallow situation was without particular change the past week, with operations on a small scale. The market at New York was without change with extra quoted 5½c f.o.b. However, the early part of this week a steadier tone developed, with reports current of some business at 6c higher than that figure, although these were limited to a few quarters. However, there were intimations of a fairly good export demand for tallow, said to have been the result or conditions in the Argentine.

The larger soapers were not inclined to pay up for supplies, but with producers apparently fairly well sold up, there was little or no pressure on the market. Lighter marketings of cattle received some attention, but it was noticeable that the tendency was to keep a close eye on the developments in non-competing commodities.

At New York, special was quoted at 5½c; extra, 5½c; edible, 6½c at 7c nominal.

At Chicago, the market was quiet, but the undertone was firm, with large producers closely sold up for the current month. At Chicago edible was quoted at 6½c; fancy, 6c; prime packer, 5½c; No. 1, 5½c; No. 2, 4½c.

At the London tallow auction, 810 casks were offered and 375 sold, with prices unchanged to 6d lower than the previous sale. Mutton was quoted at 29s@31s 6d; beef, 27s 6d@35s; good mixed, 25s 6d@27s 6d. At Liverpool, Australian tallow was steady and unchanged. Fine was quoted at 31s 6d and good mixed at 29s 6d.

STEARINE—Demand was quieter in the East and the undertone was slightly easier. Oleo at New York was quoted at 9½@9½c. At Chicago, the market was quiet and about steady. Oleo was quoted at 9½c, although there were good inquiries there slightly under the market. These were turned down.

OLEO OIL—Quiet and routine conditions prevailed at New York. Extra was quoted at 9½@10½c; medium, 9½@9½c; lower grades, 9½c. At Chicago, the market was quiet but firm. Extra was quoted at 10c.

See page 47 for later markets.

LARD OIL—Trade was rather quiet, but the market was fairly steady. Extra at New York was quoted at 12½c; extra winter, 10c; extra, 9½c; extra No. 1, 9½c; No. 1, 9½c; No. 2, 9½c.

NEATSFOOT OIL—Demand was a little better, and the market was steadier. Pure oil at New York was quoted at 12½c; extra, 10c; No. 1, 9½c; cold test, 16%@17c.

GREASES—The grease market the past week took on a better undertone as a result of moderate offerings, and a fairly good inquiry for both domestic and export. Unsettled Argentine conditions were said in some quarters to have helped the grease markets somewhat. Domestic soapers, however, were not inclined to follow advances readily, being well supplied for the balance of the year. White greases were reported

rather scarce and were relatively firm. The demand for low grades was limited, but a steadier feeling in tallow had a helpful influence in greases.

At New York, yellow and house were quoted 4%@5c; A white, 5½@5½c; B white, 5½@5½c; choice white, 7½c last sales.

At Chicago, choice white was in demand both in domestic and export, and offerings were light. Inquiries were fair for medium and low grades, and the market was about steady. At Chicago, brown was quoted at 4½c; yellow, 4%@4½c; B white, 5½c; A white, 5½c; choice white, all hog, 6½@6½c.

offerings are being made. Buyers show little interest.

	Per Ton.
Kip stock	\$35.00@38.00
Calf stock	42.00@45.00
Hide trimmings	30.00@32.00
Horn pits	29.00@32.00
Cattle jaws, skulls and knuckles	30.00@31.00
Sinews, pizzles	30.00@33.00
Pig skin scrapes and trim., per lb.	3½@4c

Horns, Bones and Hoofs.

	Per Ton.
Horns, according to grade	\$85.00@180.00
Mfg. shin bones	50.00@70.00
Cattle hoofs	25.00@30.00
Junk bones	17.00@18.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Animal Hair.

There is practically no interest. Most buyers have covered their requirement and are not in the market, as is usual at this time of the year. Prices are nominal.

Coil and field dried	1½@1½c
Processed, grey, summer, per lb.	2 @ 2½c
Processed, grey, winter, per lb.	2 @ 4c
Cattle switchies, each	1½@2½c

* According to count.

By-Products Markets

Chicago, September 17, 1930.

Blood.

Domestic blood is quoted at \$3.75@4.00. The market continues strong and inquiries are heavier.

Unit Ammonia.
Ground and unground.....\$3.75@4.00

Digester Feed Tankage Materials.

The market is very strong and products continue in good demand. Offerings are not heavy.

Unit Ammonia.

Unground, 11½ to 12% ammonia	\$4.00
Unground, 6 to 8% ammonia	3.00@3.25 & 10
Liquid stick	3.00@3.25
Steam bone meal, special feeding, per ton	38.00@40.00

Packinghouse Feeds.

Product continues in good demand. Prices are quoted on carload basis, f.o.b. producing points.

Per Ton.

Digester tankage, meat meal	\$ @60.00
Meat and bone scrap, 50%	60.00

Fertilizer Materials.

The market for fertilizer materials is showing a little more activity and the market is quoted higher.

Unit Ammonia.

High grd. ground, 10@11% am.	\$ 2.80@3.00 & 10
Low grd. and ungrd., 6-9% am.	6@2.50 & 10
Bone tankage, low grd., per ton	16.00@18.00
Hoof meal	2.75@3.00

Cracklings.

Cracklings are strong and in good demand. Sales have been made at 90@\$1.00.

Per Ton.

Hard pressed and exp. unground, per unit protein	\$.50@ 1.00
Soft prod. pork, ac. grease & quality	55.00@60.00
Soft prod. beef, ac. grease & quality	45.00@50.00

Bone Meals (Fertilizer Grades).

The bone meal market is showing little activity. Quotations are nominal.

Raw bone meal for feeding	\$ @32.00
Steam, ground, 3 & 50	27.00@28.00
Steam, unground, 3 & 50	25.00@26.00

Gelatine and Glue Stocks.

Market continues featureless. Few

EASTERN FERTILIZER MARKETS.

(Special Letter to The National Provisioner.)

New York, September 17, 1930.—New York ground tankage is held at \$3.65 and 10c, but the last sale was at \$3.50 and 10c, basis f.o.b. New York. Stocks are light. Unground and crushed tankage has been held at \$3.50 and 10c, with bids being made very close to this figure. South American ground tankage sold at \$3.65 and 10c, c.i.f. Atlantic ports, with one special lot bringing a little higher price.

South American ground dried blood sold at \$3.72½, with offerings being made at \$3.75 and upward, c.i.f. U. S. ports. New York blood sold at \$3.35 f.o.b., with none offering at present. Today's market may be said to be at \$3.50.

Cracklings are steady and firm, with limited offerings being made by producers.

Such material as sulphate of ammonia, nitrogenous material, nitrate of soda and fish scrap remain unchanged in price.

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston for the week ended Sept. 13, 1930, with comparisons, are as follows:

Week ended Sept. 13.	Prev. week.	Cor. week.
West. drsd. meats:		
Steers, carcasses	2,228	2,278
Cows, carcasses	1,006	1,151
Bulls, carcasses	35	20
Yea., carcasses	1,220	1,104
Lambs, carcasses	18,720	17,613
Mutton, carcasses	878	667
Pork, lbs.	300,234	340,810
	331,400	

THE KENTUCKY CHEMICAL MFG. CO., Inc.
COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Sept. 17, 1930.—The volume of trading on the Memphis cottonseed meal market was heavier than for some time, about 6,800 tons being traded in. Fluctuations in price were very wide on account of most of the trading having been done in about 30 minutes. The market opened very peacefully, first sales of December meal being 25c per ton under the close yesterday. During the first 2 hours of trading the market dragged along unevenly. Towards noon, however, heavy hedge selling from all over the country came into the market, sellers having open orders to execute in Fall meal, and November, which was selling at \$30.75 early in the session, gave way with October and these months declined rapidly to \$30.00.

Continued heavy selling carried these positions to \$29.05. No sooner were sales effected at that level than the market turned again, climbing back towards the \$30.00 mark, which was finally reached and passed before the close. The bulls, who were terrified by the onslaught of selling, regained confidence, and the closing prices were \$1.00 down on October, 75c on November and 75c on December.

The more distant months went to a larger carrying charge than for some time, March meal being \$1.50 per ton over October. The close may have been considered firm, with a decidedly downward tendency. Spot handlers report no demand, with mill offerings increasing. Today's decline carried values to a point that should stimulate buying and if same develops it will undoubtedly have a steady effect on the market.

Cottonseed declined in sympathy with meal. The opening bids on Fall seed were: November, \$29.50; December, \$30.50. These, however, were reduced to \$28.25, and \$28.75 on the close. It was learned during the session today that one of the big oil milling interests had again reduced its prices \$2.00 per ton in the country.

COTTONSEED PRODUCT EXPORTS.

Exports of cottonseed products for the twelve months ended July 31, 1930, with comparisons for 1929, are reported by the U. S. Census Bureau as follows:

	1930.	1929.
Oil, crude, lbs.	24,744,505	20,627,975
Oil, refined, lbs.	7,177,456	8,428,951
Cake and meal, tons.	158,422	298,232
Linters, running bales.	118,124	186,211

How is cottonseed oil bleached? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

COTTON OIL SITUATION.

An analysis of the cottonseed oil situation for the month of August, 1930, with comparisons, prepared by Asporen & Co., follows:

MOVEMENT OF COTTONSEED AT CRUDE OIL MILLS.

	Tons received.	
	1930-31.	1929-30.
On hd. begin. of season	44,806	41,606
August	336,129	239,066
Total	380,735	280,675
	Tons Crushed.	
	1930-31.	1929-30.
August	165,770	120,023
On hand end of month.	1930-31.	1929-30.
August	214,965	160,632
Total	214,965	160,632
Estimated seed receipts at crude mills, season 1930-1931	5,019,000	5,019,677
On hand beginning of season	44,606	41,606
Total	5,003,606	5,001,283
of which is so far crushed	165,770	120,023
Destroyed at mills	214,965	160,632
Seed on hand	4,682,871	4,780,608
Seed still to be received	214,965 tons seed on hand at 315 lbs. crude oil per ton is equivalent to 67,713,975 lbs. crude oil, which at 8 per cent refining loss, equals 62,296,837 lbs. refined oil, or 155,742 barrels.	

*This estimate is based on the Government cotton crop report dated Sept. 8, 1930, of 14,340,000 bales, 700 lbs. seed to a bale.

MOVEMENT OF CRUDE OIL AT CRUDE OIL MILLS.

	Pounds produced.	
	1930-31.	1929-30.
On hd. begin. of season	2,605,397	10,073,358
August	49,321,710	35,217,974
Total	51,927,107	46,191,332
	Shipments.	
	1930-31.	1929-30.
August	37,982,418	26,025,680
On hand end of month.	1930-31.	1929-30.
August	12,944,689	20,165,652

DISTRIBUTION CRUDE OIL HOLDINGS.

	Aug. 1, 1930.	Aug. 31, 1930.
At mills	2,605,397	13,944,689
At refineries	1,946,590	2,594,541
In transit to refineries and consumers	8,558,420	8,767,000
Total	8,110,407	25,606,230
25,606,230 lbs. crude oil at 8 per cent refining loss, equals 23,557,732 lbs. refined oil, or 58,894 barrels.		

CRUSH PER TON.

During August, 165,770 tons seed produced 49,321,710 lbs. crude oil, equivalent to 297.5 lbs. per ton, or 14.9 per cent, compared with 14.7 per cent last year.

REFINED OIL.

	Pounds produced.	
	1930-31.	1929-30.
On hd. begin. of season	200,933,070	338,610,933
August	26,524,533	22,876,555

Total

326,457,603 361,496,488

Delivered consumers.

1930-31. 1929-30.

Lbs. Lbs.

August	126,184,135	130,813,857
On hand end of month.	1930-31.	1929-30.
August	200,273,468	230,682,631

DISTRIBUTION REFINED OIL HOLDINGS.

	Aug. 1, 1930.	Aug. 31, 1930.
At refineries	287,986,265	188,063,334
At other places	6,063,528	8,440,106
In transit from refineries	5,850,277	3,770,031
Total	290,833,070	200,273,468

AVERAGE REFINING LOSS.

During August, 28,049,347 lbs. crude oil yielded 26,524,533 lbs. refined oil, 8.38 per cent loss, compared with 8.77 per cent lost last year.

SHIPMENTS OF REFINED OIL.

	Export pounds.
1930-31.	1929-30.

August Not available 613,930

	Domestic pounds.
1930-31.	1929-30.

August Not available 130,199,927

	Total pounds.
1930-31.	1929-30.

August 126,184,135 130,813,857

REFINED OIL—SUMMARY IN BARRELS OF 400 POUNDS.

	Produced.
1930-31.	1929-30.

Old crop stock 749,833 846,550

August 66,311 57,191

Total 816,144 903,741

	Consumed.
1930-31.	1929-30.

August 315,460 327,035

	On hand.
1930-31.	1929-30.

August 500,684 576,706

	Refined oil on hand.
1930-31.	1929-30.

Old crop oil on hand 500,684 576,706

	Seed on hand will produce.
1930-31.	114,762

Crude oil on hand will produce 155,742 114,762

	Seed still to be received.
1930-31.	58,894 65,573

Total 8,382,740 3,338,536

	Less approximate carry over for end of season.
Aug. 1, 1931.	750,000 \$800,291

Available for coming 11 months 3,358,060 3,296,286

Consumption for first month 315,460 \$27,065

Monthly average available for last 11 mo. 305,278 \$29,662

Monthly average available for all 12 mo. 306,127 \$30,943

*Actual. †Available.

Shortening.

Shortening.

Per lb.

North and Northeast: Carrots, 26,000 lbs. 10% to 11%

3,500 lbs. and up. 11% to 11 1/2

Less than 3,500 lbs. 11 1/2% to 12%

Southwest: Carrots, 26,000 lbs. 10% to 11%

10,000 lbs. and up. 10% to 10 1/2

Less than 10,000 lbs. 11% to 11 1/2

Pacific Coast: 11 1/2% to 12%

Salad Oil.

North and Northeast: Carrots, 26,000 lbs. 10% to 11%

5 bbls. and up. 10% to 10 1/2

1 to 4 bbls. 11% to 11 1/2

South: Carrots, 26,000 lbs. 10% to 11%

Less than carrots. 10% to 10 1/2

Pacific Coast: 10% to 10 1/2

Cooking Oil—White.

1/4c per lb. less than salad oil.

Cooking Oil—Yellow.

1/4c per lb. less than salad oil.

LITHUANIA FIXES HOG PRICES.

The prices of specified grades of hogs to export bacon houses in Lithuania has been fixed by the ministry of agriculture. The losses suffered by the packinghouses will be compensated by the ministry in the form of a subsidy.

What are the characteristics of neutral lard, and for what is it used? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

Vegetable Oil Markets

WEEKLY REVIEW

Market Quiet—Undertone Barely Steady
—New Crop Pressure Light—Cotton
Progressing Favorably—Lard Holding
Well—Crude Barely Steady—
Cash Oil Trade Fair.

A moderate volume of trade and a slightly lower range featured cotton oil on the New York Produce Exchange the past week. The developments were due more to an absence of any particular buying power than to anything in the news of a depressing character. While the cotton crop progressed satisfactorily and some liquidation in oil developed as a result, the latter was small in volume. On the whole, there was little or no pressure of the new crop on the market. Commission house trade and professional operations were on both sides and were featureless. This made for a condition where daily price changes were insignificant.

The fact that lard was holding very well, with further bullish lard statistics current, discouraged any particular pressure on oil, as did satisfactory reports regarding cash oil demand. The latter feature, nevertheless, failed to stimulate speculative interest sufficient to cut much figure. There was, however, some fresh scale-down buying in the new contracts, while liquidation in the nearby oil contracts was readily taken care of. Refiners' operations were without particular feature, although refiners appeared to have sold on balance.

More or less rainy weather was experienced over the South. This served to some extent to interrupt the movement of cotton and seed. Reports, nevertheless, indicated that picking was progressing, while latest private crop reports intimate that cotton has held its own so far this month, the crop having experienced improvement in sections sufficient to offset losses in conditions elsewhere.

Consumption is Good.

The crude markets were barely steady, the South selling at 6½c. A

little crude was moving in the Valley at that figure, although refiners later were bidding 6.55c in both sections. Texas crude, was 6½c bid, with little or no pressure from that quarter.

August consumption of 315,000 bbls., compared with the revised August figure last year of 327,000 bbls., was extremely good. The distribution of oil continued to hold up close to record proportions, and the consumption of cotton oil has been affected little if any by the general depression of the past year. The visible stocks at the beginning of September were 715,000 bbls. compared with 757,000 bbls. a year ago.

There was apparently sufficient demand the past week to offset refiners' crude purchases, but there is the fear that the movement will pick up con-

siderably as the Fall oil demands are satisfied, and that there will be increased hedge pressure against crude and seed purchases. The hedging differential of the new contracts continues extremely satisfactory, so much so that some were advising mills to sell crude and buy future contracts against the sale. As far as cotton oil is concerned, the cotton crop is believed to be made, although a late frost might add considerably to the production.

The lard market held rather strongly, being influenced by comparatively light hog arrivals and a decrease in lard stocks at Chicago the first half of September of 10,508,000 lbs. the stock totaling 35,698,000 lbs. against 91,420,000 lbs. last year. Cold storage holding of lard on September 1 were 89,140,000 lbs., against 180,085,000 lbs. the same time last year.

COCOANUT OIL — Demand was rather moderate and the market was about steady. The only routine interest was in nearby oil, although shipment stuff appeared to be in a little better request at the lowest figures. At New York, nearby tanks were quoted 5½c; bulk oil, 5½c. At the Pacific Coast, tanks were quoted at 5%@5½c, depending on position.

CORN OIL — The market was strong, with a fairly good demand. Offerings were limited, mills holding prices at 7½c f.o.b.

SOYA BEAN OIL — The market continues largely nominal. Domestic oil is quoted at 8@8½c f.o.b. mills. At the Pacific Coast, tanks were quoted at 8½c.

PALM OIL — There was little or no business of consequence the past week, although there was more inquiry for deferred positions. Buyers and sellers were apart, with consumers apparently attempting to shade values. Offerings from first hands were steadily held, however. At New York, bulk oil for shipment, 20 per cent soft, was quoted at 5.20c; 12½ per cent acid oil, 5.30c; 25 per cent acid oil, 5.15c; Niger for shipment, 5%@5c.

PALM KERNEL OIL — While demand was quiet, there was no pressure of oil on the market. Bulk oil at New York was quoted at 5.45@5½c for shipment.

OLIVE OIL FOOTS — Cable offerings

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Sept. 18, 1930.—September contracts on cotton oil at New Orleans are ten points higher today than a week ago, although crude is about ½c lower bid. Mills, with few exceptions, are not offering. Some are asking 6½c, against 6½c bid for Valley. Texas is barely steady at 6½c. If rains continue, oil will be cheap enough, considering the big consumption of cotton oil in September and October and the spread between September lard and crude which exceed 5c lb.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Sept. 18, 1930.—Crude cottonseed oil sold freely yesterday and today at 6½c; forty-one per cent protein cottonseed meal, \$27.00@28.00; loose cotton seed hulls, \$6.00. Weather clear and cool.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Sept. 18, 1930.—Prime cotton seed f.o.b. cars north and east Texas, \$27.00@28.00; west Texas, \$25.00@26.00; prime cottonseed oil, Dallas territory, 6½@6½c; forty-three per cent cake and meal, \$31.00; hulls, \$9.00.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company
 Chicago, Illinois

HAMMOND'S
Mistletoe
MARGARINE

were light, and there was no pressure of supplies on the spot. This made for a steady tone, notwithstanding a limited demand. At New York, nearby foots were quoted at 7 1/4@7 1/2c; shipment foots, 7@7 1/2c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Store oil demand was moderate, but store stocks at New York were only 1,175 bbls. Prices were quoted at 25 points over September. Southeast and Valley crude, 6.55c bid; Texas, 6%c bid.

COTTONSEED OIL—Market transactions at New York:

Friday, September 12, 1930.

	—Range—			—Closing—	
	Sales.	High.	Low.	Bid.	Asked.
Old				840 a	840
Spot				825 a	825
Sept.				827	827
Oct.	100	827	827	827 a	827
Nov.				810 a	825
Dec.	600	825	823	823 a	825
New				760 a	770
Nov.				764 a	765
Dec.				768 a	771
Jan.				770 a	785
Feb.				784 a	784
Mar.	5	786	784	784 a	784
Apr.	2	789	788	789 a	788

Sales, including switches, Old 700 bbls., New 7 Contracts. Crude S. E. 6 1/2@6%.

Monday, September 15, 1930.

	Old	Range—	Closing—
Spot		Sales. High. Low. Bid. Asked.	
Sept.		840 a	840
Oct.	1100	825 822	820 a 823
Nov.		830 a	820
Dec.	500	821 818	817 a 820
New		815 a	830
Nov.	2	770 770	765 a 775
Dec.		760 a	765
Jan.		764 a	768
Feb.		765 a	778
Mar.	20	785 780	780 a 786
Apr.		782 a	788

Sales, including switches, Old 1,600 bbls., New 22 Contracts. Crude S. E. 6 1/2@6%.

Sales, including switches, Old 2,500 bbls., New 15 Contracts. Crude S. E. 6 1/2@6%.

The Edward Flash Co.

17 State Street
NEW YORK CITY

Brokers Exclusively
ALL VEGETABLE OILS

In Barrels or Tanks

COTTON OIL FUTURES

On the New York Produce Exchange

The Procter & Gamble Co.
refiners of all grades of

COTTONSEED
▼ OIL ▼

PURITAN—Winter Pressed Salad Oil

BOREAS—Prime Winter Yellow

VENUS—Prime Summer White

STERLING—Prime Summer Yellow

WHITE CLOVER—Cooking Oil

MARIGOLD—Cooking Oil

JERSEY—Butter Oil

HARDENED COTTONSEED OIL—for Shortenings and Margarines
(55°-60° titre)

COCONUT OIL

MOONSTAR—Coconut Oil

P & G SPECIAL—(hardened) Coconut Oil

General Offices, Cincinnati, Ohio
Cable Address: "Procter"

Saturday, September 13, 1930.

Old	Spot	840 a	840 a
Sept.		825 a	825 a
Oct.	100	827 827	827 a
Nov.		810 a	825
Dec.	600	825 823	823 a
New		760 a	770
Nov.		764 a	765
Dec.		768 a	771
Jan.		770 a	785
Feb.		784 a	784
Mar.	5	786 784	784 a
Apr.	2	789 788	789 a

Sales, including switches, Old 1,100 bbls., New 10 Contracts. Crude S. E. 6.55 Bid.

Wednesday, September 17, 1930.

Old	Spot	850 a	850 a
Sept.		825 a	825 a
Oct.	400	825 823	823 a
Nov.		810 a	825
Dec.		820 a	825
New		765 a	780
Nov.		763 a	770
Dec.	2	770 770	770 a
Jan.		775 a	785
Feb.		786 782	785 a
Mar.	11	786 782	786 a
Apr.		790 a	795

Sales, including switches, Old 400 bbls., New 13 Contracts. Crude S. E. 6.55 Bid.

Thursday, September 18, 1930.

Old	Spot	825 a	825 a
Sept.		815 a	815 a
Oct.	825	815 810	810 a
Dec.	824	818 812	812 a
New		765 765	753 a
Dec.		765 765	760 a
Jan.		787 775	775 a

See page 47 for later markets.

RUSSIAN MARGARINE FACTORY.

A modern margarine factory, reported to be the first of its type in Soviet Russia, was completed recently. It is known as Evdakovsky Combinat, and is located on the Southeastern Railroad, close to the source of necessary raw materials. Previous production of margarine in Soviet Russia has been on a small scale in a few non-specialized factories. Construction of this and other proposed margarine factories has been under the Central Union of Consumers Cooperatives.

PRODUCTION AND CONSUMPTION OF COTTONSEED AND PRODUCTS.

Cottonseed received, crushed and on hand, and cottonseed products manufactured, shipped out, on hand and exported for one month ended August 31, 1930, compared with a year ago, as reported by the U. S. Census Bureau:

COTTONSEED RECEIVED, CRUSHED AND ON HAND (TONS).

	Received at mills*	Crushed	On hand at mills
	Aug. 1 to Aug. 31, 1930.	Aug. 1 to Aug. 31, 1929.	Aug. 31, 1930.
United States	336,129	239,069	165,770
Alabama	29,661	14,800	12,093
Georgia	59,241	26,080	27,616
Louisiana	23,888	23,870	9,063
Mississippi	12,262	23,681	13,746
Texas	190,229	146,113	90,719
All other states	11,708	9,925	12,835

*Includes seed destroyed at mills but not 44,600 tons and 41,606 tons on hand Aug. 1, nor 702 tons and 2,847 tons reshipped for 1930 and 1929, respectively.

COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

	Produced Aug. 1 to Aug. 31, 1930.	Shipped Aug. 1 to Aug. 31, 1930.	On hand Aug. 31, 1930.
Crude oil (pounds)	98,110,407	40,321,710	37,982,418
Refined oil (pounds)	10,181,886	33,217,974	26,025,680
Cake and meal (tons)	299,933	26,524,533	27,570,448
Hulls (tons)	338,619,933	22,8,545	230,682,031
Linters (Running bales)	54,308	76,449	85,408
Hull fiber (2,659)	27,318	45,878	43,606
Grabbits, motes, etc. (500-lb. bales)	63,917	32,064	39,262
Grabbits, motes, etc. (500-lb. bales)	136,463	28,578	29,533
Grabs, motes, etc. (500-lb. bales)	70,854	23,310	40,334
Grabs, motes, etc. (500-lb. bales)	1,848	2,751	3,003
Grabs, motes, etc. (500-lb. bales)	12,967	900	1,729
Grabs, motes, etc. (500-lb. bales)	8,453	1,043	2,737

*Includes 1,946,590 and 2,894,541 lbs. held by refining and manufacturing establishments and 3,558,420 and 8,767,000 lbs. in transit to refiners and consumers August 1, 1930, and August 31, 1930, respectively.

**Includes 6,088,528 and 3,440,103 lbs. held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 5,859,277 and 3,770,031 lbs. in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1930, and August 31, 1930, respectively.

**Produced from 28,949,347 lbs. of crude oil.

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were easier the latter part of the week on liquidation, scattered selling, weakness, other commodities, fears of political unrest in Germany and realizing for over week end. Domestic cash trade is good. Hog runs are slightly larger than of late but small compared with last year.

Cottonseed Oil.

Cotton oil was more active on liquidation, increased hedge pressure, easiness in crude, freer crude selling. Weakness on allied markets resulted in a lower range, with support limited to shorts and scale down outside buying. Considerable crude changed hands at 6½c in the southeast. Valley buyers are bidding 6¾c. Texas sold at 6¾c. Bids are now at 6¾c.

Quotations on cottonseed oil at New York Friday noon were: Old contract—Sept., \$8.00 bid; Oct., \$8.00@8.05; Nov., \$7.90@8.20; Dec., \$8.03 sale.

New contract—Nov., \$7.50@7.70; Dec., \$7.48@7.53; Jan., \$7.45@7.58; Feb., \$7.55@7.65; March, \$7.68 sale; Apr., \$7.70@7.82.

Tallow.

Tallow, extra, 5¼c.

Stearine.

Stearine, oleo, 9½@9½c.

FRIDAY'S GENERAL MARKETS.

New York, Sept. 19, 1930.—Lard, prime western, \$12.35@12.45; middle western, \$12.15@12.25; city, 11½@12c; refined continent, 13c; South American, 13½c; Brazil kegs, 14½c; compound, 10½c.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Sept. 17, 1930.—General provision market steady but dull; demand lessening for hams and picnics; square shoulders, no demand; pure lard fair.

Friday's prices were as follows: Hams, American cut, 90s; Liverpool shoulders, square, 74s; hams, long cut, 103s; picnics, 65s; short backs, 90s; bellies, clear, 89s; Canadian, 87s; Cumberrlands, 81s; Wiltshires, none; spot lard, 64s 9d.

EUROPEAN PROVISION CABLES.

The market at Hamburg was rather quiet during the week ended September 13, according to cable advices to the U. S. Department of Commerce. Receipts of lard for the week were 1,456 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 94,000, at a top Berlin price of 14.06c lb., compared with 78,000, at 18.82c lb., for the same week of last year.

The Rotterdam market was firm. Extra neutral lard and premier jus markets somewhat weaker. Refined lard market dull.

The market at Liverpool was steady with fair consumptive demand.

The total of pigs bought in Ireland for bacon curing was 23,000 for the

week, compared with 30,000 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ended September 12, 1930, was 111,079, compared with 96,000 for the corresponding week of last year.

Exports of Danish bacon amounted to 6,443 metric tons, compared with 5,424 metric tons for the same week of last year.

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended Sept. 13, 1930, with comparisons:

West. drsd. meats:	Week ended Sept. 13.	Prev. week.	Cor. week, 1929.
Steers, carcasses	9,252	6,382	8,543
Cows, carcasses	964	683	833
Bulls, carcasses	287	221	18
Veals, carcasses	8,011	8,757	7,264
Lambs, carcasses	28,057	29,963	25,195
Button, carcasses	2,855	1,902	4,193
Beef cuts, lbs.	321,669	183,826	334,138
Pork cuts, lbs.	2,156,866	1,133,088	1,659,684

Local slaughters:	Cattle	Calves	Hogs	Sheep
Cattle	9,570	8,372	8,905	
Calves	14,453	13,309	15,526	
Hogs	41,177	33,281	43,471	
Sheep	80,346	64,336	68,539	

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products at New York for week ended Sept. 12:

Point of origin	Commodity	Amount.
Canada—Fresh pork loins	6,354 lbs.	
Canada—Pork sausages	775 lbs.	
Canada—Bacon	2,488 lbs.	
Canada—Pork backs	293 lbs.	
Denmark—Liver paste	903 lbs.	
France—Tripe	426 lbs.	
France—Sausage	176 lbs.	
Germany—Smoked hams	7,111 lbs.	
Germany—Sausage	772 lbs.	
Germany—Canned meats	4,177 lbs.	
Germany—Meat products	1,564 lbs.	
Holland—Smoked hams	1,027 lbs.	
Italy—Hams	30 lbs.	
Italy—Salami	217 lbs.	

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Sept. 13, 1930, are as follows:

West. drsd. meats:	Week ended Sept. 13.	Prev. week.	Cor. week, 1929.
Steers, carcasses	2,786	2,379	2,493
Cows, carcasses	818	644	951
Bulls, carcasses	200	267	423
Veals, carcasses	1,244	1,530	1,182
Lambs, carcasses	12,511	13,314	11,110
Button, carcasses	1,083	726	1,529
Pork, lbs.	342,719	377,960	376,543

Local slaughters:	Cattle	Calves	Hogs	Sheep
Cattle	2,000	1,501	1,303	
Calves	2,424	2,058	2,129	
Hogs	6,917	11,540	15,473	
Sheep	16,403	6,650	7,003	

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Sept. 18, 1930:

FRESH BEEF:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (1):				
Yearling (300-550 lbs.):				
Choice	\$20.00@22.00		\$19.00@21.00	
Good	18.50@20.00		16.00@19.00	
Medium	16.50@18.50			
STEERS (550-700 lbs.):				
Choice	18.50@20.50		19.00@20.50	19.50@20.50
Good	16.50@18.50		16.00@19.00	17.50@18.00
STEERS (700 lbs. up):				
Choice	17.50@19.00	17.50@18.50	18.00@20.00	19.00@20.00
Good	16.00@17.50	16.00@18.50	16.00@18.50	17.50@18.50
STEERS (500 lbs. up):				
Medium	11.50@16.00	14.00@16.00	11.00@16.00	11.00@16.00
Common	9.50@11.50	12.50@14.00	10.00@11.00	10.00@11.00
COWS:				
Good	11.00@13.00	12.00@12.50	12.00@14.50	11.00@12.00
Medium	10.00@11.00	10.50@12.00	9.00@11.50	10.00@11.00
Common	8.00@10.00	9.50@10.50	8.00@9.00	8.00@9.00
FRESH VEAL AND CALF CARCASSES:				
VEAL (2):				
Choice	20.00@22.00	18.00@20.00	24.00@26.00	19.00@20.00
Good	17.00@20.00	16.00@18.00	22.00@25.00	18.00@19.00
Medium	15.00@17.00	13.00@15.00	20.00@22.00	15.00@17.00
Common	13.00@15.00	11.00@13.00	17.00@19.00	
CALF (2) (3):				
Choice	13.00@15.00	14.00@15.00	16.00@17.00	14.00@15.00
Good	11.00@13.00	12.00@13.00	10.00@12.00	12.00@13.00
Medium	8.50@10.00	12.00@13.00	10.00@12.00	12.00@13.00
Common	7.50@8.50	10.00@12.00	9.00@10.00	10.00@12.00
FRESH LAMB AND MUTTON:				
LAMB (38 lbs. down):				
Choice	17.00@19.00	18.00@19.00	16.00@19.00	18.00@20.00
Good	15.00@17.00	16.00@18.00	15.00@18.00	17.00@19.00
Medium	12.00@15.00	14.00@16.00	13.00@16.00	16.00@17.00
Common	10.00@12.00	12.00@14.00	11.00@13.00	14.00@16.00
LAMB (39-45 lbs.):				
Choice	17.00@19.00	18.00@19.00	16.00@19.00	18.00@20.00
Good	15.00@17.00	16.00@18.00	15.00@18.00	17.00@19.00
Medium	12.00@15.00	14.00@16.00	13.00@16.00	16.00@17.00
Common	10.00@12.00	12.00@14.00	11.00@13.00	14.00@16.00
LAMB (46-55 lbs.):				
Choice	15.00@18.00	17.00@18.00	16.00@18.00	
Good	14.00@16.00	15.00@17.00	15.00@17.00	
MUTTON (Ewe) 70 lbs. down:				
Good	9.00@11.00	10.00@12.00	8.00@10.00	9.00@10.00
Medium	7.00@9.00	8.00@10.00	7.00@8.00	8.00@9.00
Common	5.00@7.00	7.00@8.00	5.00@7.00	7.00@8.00
FRESH PORK CUTS:				
LOINS:				
8-12 lbs. av.	21.00@25.00	26.00@27.00	23.00@26.00	23.00@27.00
10-12 lbs. av.	20.00@23.00	25.00@27.00	22.00@25.00	22.00@26.00
12-15 lbs. av.	19.00@21.00	22.00@24.00	20.00@22.00	20.00@23.00
16-22 lbs. av.	15.00@17.00	17.00@19.00	15.00@17.00	15.00@17.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.	16.00@17.00		15.00@17.00	16.00@18.00
PICNICS:				
6-8 lbs. av.		15.50@16.50		15.00@16.00
BUTTS: Boston Style:				
4-6 lbs. av.		20.00@23.00		20.00@22.00
SPARE RIBS:				
Half Sheets		12.00@15.00		
TRIMMINGS:				
Regular	10.00@11.00			
Lean	15.50@16.50			

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Sept. 18, 1930.

CATTLE—Compared with a week ago: Fed steers and yearlings, also most grades fat she stock, 50c@\$1.00 lower. Liberal receipts, a sluggish dressed market and the bearish effects of Jewish holidays upset the trade. Strictly good and choice steers and yearlings predominated, but considering narrow demand for steers scaling 1,100 lbs. upward, too many weighty bullocks also slowed up, good to choice kinds selling at \$10.50 on the break. Bulls are 25c lower for the week; vealers, steady; extreme top yearlings, \$13.10, closing top, \$12.35; best heavies, \$12.50; bulk, \$10.00@\$11.00. Yearling heifers sold up to \$13.00; supply of yearlings was most liberal in weeks, but relatively few fed yearlings scaling under 800 lbs. in run, which comprised for most part 900- to 1,200-lb. cattle grading good and better. Grass cows sold up to \$7.50, but mostly \$6.50 downward; western grass heifers, to \$9.00; about 7,000 western grassers in run, bulk comprising stocks and feeders.

HOGS—Market uneven, increased proportion of weights below 190 lbs., carrying sizable number of unfinished hogs, and decreased percentage of finished weighty butchers unbalancing factor. Compared with one week ago: Weights below 220 lbs., steady to 15c lower; heavier weights, strong; pack-

ing sows, mostly steady; heavies, draggy and a weak to shade lower; early top \$11.15; late peak, \$11.00 paid for choice 220 to 260 lbs. Bulk 220 to 300 lbs., \$10.75@\$10.95; few 325 to 350 lbs., \$10.15@\$10.30; 180 to 220 lbs., \$10.50@\$10.90; 150 to 170 lbs., \$10.00@\$10.55; pigs, \$8.50@\$9.25; packing sows, 400 lbs. down, \$8.60@\$9.25, few to \$9.50; heavier weights, \$8.50 downward to \$8.00 and below.

SHEEP—Compared with a week ago: All grades of slaughter lambs, 50c@\$1.00 lower, heavier sorts considered; sheep, weak to 25c lower. Native lambs became too numerous, and values dropped almost continuously, reaching a new low point for the season. Closing bulks: Range lambs, \$8.00@\$8.50; few, \$8.60, contrasted with \$9.65 paid last Friday; good and choice native ewe and wether lambs, \$8.00@\$8.25; best late, \$8.50; native bucks, \$7.00@\$7.25; throwouts, \$5.00@\$5.75; fat ewes, \$3.00 @4.00.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Sept. 18, 1930.

CATTLE—A weak to lower undertone featured the cattle market, and most all classes of beef steers and yearlings are closing at 50@75c lower rates as compared with a week ago. Exceptions were a few choice light weight yearlings and some lower grade light-

weight grassers, which are around 25c lower. The week's top reached \$13.00 on choice yearlings. Fat she stock declined 25c to mostly 50c, and cutters are weak to 25c off. Bulls are weak to 25c lower, and vealers are 50c below a week ago, with the late top at \$10.50.

HOGS—The hog market was somewhat uneven. Some strength was evidenced early in the week, but later prices were reduced on most classes. Final rates are generally 15@20c under last Thursday. Weighty butchers have been scarce, and some of the late sales are steady to 15c over a week ago. Choice 200- to 230-lb. weights stopped at \$10.45 on the final session, while 347-lb. butchers went at \$10.00. Packing sows are steady at \$8.00@9.00.

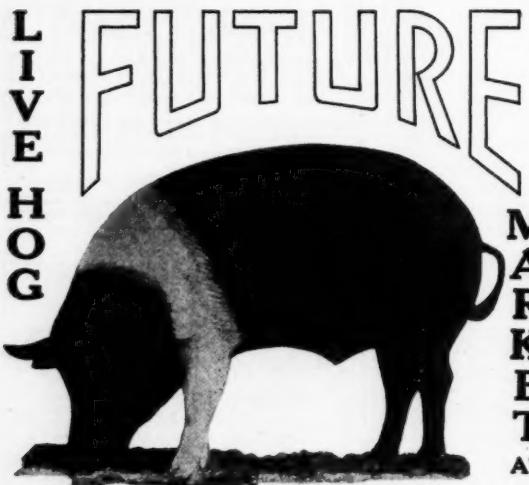
SHEEP—Fat lambs were under pressure as a result of liberal supplies and closed mostly 50c lower for the week. Best range lambs scored \$8.50 on Monday, but a similar kind went at \$8.15 on Thursday. Most of the range lambs sold from \$7.75@\$8.00 at the finish. Desirable natives went from \$7.50 down. Mature sheep are weak to 25c lower, with best range ewes at \$3.50.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Sept. 18, 1930.

CATTLE—Liberal receipts, combined with a dull dressed beef trade, were bearish influences in the market for slaughter steers and she stock, and after a strong market on Monday, prices worked lower. Fed steers and yearlings show a decline for the week of 25@50c, mostly 50c or as much as 75c



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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, September 13, 1930, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	8,133	3,979	25,616
Swift & Co.	8,359	1,688	31,606
Morris & Co.	2,137	3,192	9,661
Wilson & Co.	5,662	3,722	11,754
Anglo-Amer. Prov. Co.	1,796	1,925	....
G. H. Hammond Co.	2,689	1,419	....
Libby, McNeil & Libby	564	....	....

Brennan Packing Co., 6,207 hogs; Independent Packing Co., 546 hogs; Boyd, Lumham & Co., 546 hogs; Hygrade Food Products, Inc., 4,113 hogs; Agar Pkg. Co., 3,551 hogs; others, 24,911 hogs.

KANSAS CITY.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	4,357	3,445	6,410
Cudahy Pkg. Co.	4,143	2,340	6,622
Fowler Pkg. Co.	341	....	....
Morris & Co.	2,696	1,650	3,954
Swift & Co.	5,005	5,418	7,828
Wilson & Co.	4,173	2,569	5,828
Local butchers	1,082	296	61

Total 22,397 15,718 30,703

OMAHA.

	Cattle.	Hogs.	Sheep.
Armour & Co.	5,772	11,505	12,674
Cudahy Pkg. Co.	5,244	7,479	13,145
Dold Pkg. Co.	1,067	5,762	....
Morris & Co.	2,585	32	7,155
Swift & Co.	6,908	5,418	22,522
Elgin Pkg. Co.	8	....	....
Geo. Hormann & Co.	28	....	....
Mayerovich Pkg. Co.	8	....	....
Omaha Pkg. Co.	61	....	....
J. Rife Pkg. Co.	2	....	....
So. Omaha Pkg. Co.	55	....	....
Lincoln Pkg. Co.	402	....	....
Morrell Pkg. Co.	....	....	....
Nagle Pkg. Co.	243	....	....
J. Roth & Sons.	72	....	....
Sinclair Pkg. Co.	491	....	....
Wilson & Co.	936	....	....
E. K. Corrigan & Co.	4,051	....	....
Kennett-Murray Co.	3,494	....	....
K. W. Murphy.	2,489	....	....
Others	11,498	....	....

Total 23,883 52,088 55,496

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,606	667	4,749	1,962
Swift & Co.	3,881	1,156	2,038	2,963
Morris & Co.	1,228	290	475	1,418
East Side Pkg. Co.	1,155	....	2,292	....
American Pkg. Co.	382	109	2,918	367
Hill Pkg. Co.	....	....	116	....
Krey Pkg. Co.	86	....	....	....
Siehoff Pkg. Co.	....	637	....	....
Others	3,607	1,067	9,081	2,337

Total 13,707 3,280 21,706 2,247

Not including 3,202 cattle, 1,649 calves, 32,051

hogs and 3,115 sheep bought direct.

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,000	763	7,630	17,166
Armour & Co.	1,508	376	3,277	4,892
Morris & Co.	1,727	343	4,250	2,894
Others	2,798	1,514	6,571	7,218

Total 8,633 2,996 21,728 32,170

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
Sam Gall's Sons.	....	3	....	587
John Hilberg & Son	101	6	....	90
Gus. Juengling	321	140	2,615	126
E. Kahn's Sons Co.	982	215	....	799
Kroger G. B. Co.	212	168	1,479	....
J. Lippert Pkg. Co.	....	3	....	237
W. G. Rehm Sons	129	....	....	....
A. Sander Pkg. Co.	8	....	495	....
J. Schlaechters Sons	149	191	2,344	230
J. & F. Schrot Co.	14	....	....	81
John F. Stegner	202	307	5	....
J. Vogel & Son.	7	5	357	....
Ideal Pkg. Co.	....	....	472	....
Others	....	....	2,245	....
Foreign	328	327	4,084	2,218

Total 2,504 1,362 14,328 4,131

Total 129,237 125,421 138,472

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	804	539	3,502	883
Jacob Dold Co.	531	7	2,322	31
F. W. Dold	120	....	348	....
Dunn-Ostertag	161	....	....	....
Keefe-Le Sturgeon	18	....	....	....
Wichita D. B. Co.	120	....	....	....

Total 1,754 546 6,173 914

Not including 1,907 hogs bought direct.

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	2,258	963	3,115	280
Wilson & Co.	2,319	1,010	3,151	345
Others	150	....	694	....

Total 4,727 1,973 6,960 625

Not including 462 cattle bought direct.

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	723	214	1,055	16,224
Armour & Co.	422	121	1,051	13,362
Blayne-Murphy Co.	352	66	854	305
Others	999	167	935	1,867

Total 2,496 508 3,886 37,758

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,447	2,612	6,630	5,191
Cudahy Pkg. Co.	505	805	....	292
Swift & Co.	5,000	3,885	14,611	7,747
United Pak. Co.	1,080	169	....	....
Others	1,443	26	10,696	....

Total 12,693 7,587 34,937 13,449

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,412	3,183	9,349	1,789
Swift & Co., Chgo.	....	....	449	....
U. D. B. Co., N. Y.	35	....	....	....
The Layton Co.	....	....	263	....
R. Gunz & Co.	115	40	111	67
Armour & Co., Mil.	400	1,579	....	....
N.Y.B.D.M.C. Co., N. Y.	37	....	....	....
Harrington, N. Y.	....	....	474	....
Bimbler, New Jersey	....	....	371	....
Butchers	229	434	98	551
Traders	144	9	55	9

Total 2,381 5,245 10,247 3,339

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Foreign	1,028	2,229	14,483	5,052
Kingan & Co.	1,180	473	9,619	1,482
Armour & Co.	366	31	1,857	....
Indianapolis Abt. Co.	1,469	90	....	331
Hilgemeier Bros.	5	....	1,050	....
Brown Bros.	129	23	135	19
Schussler Pkg. Co.	56	....	306	....
Meier Pkg. Co.	122	7	143	....
Ind. Prov. Co.	63	6	206	8

Total 5,632 3,060 28,378 8,244

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended September 13, 1930, with comparisons:

CATTLE.

	Week ended Sept. 13.	Prev. week.	Cor. week.
Chicago	29,340	20,202	28,481
Kansas City	22,397	17,625	24,221
Omaha	22,883	21,348	17,381
St. Louis	13,707	15,494	16,291
St. Joseph	8,636	9,176	13,200
St. Paul	1,120	1,038	1,078
St. Louis City	1,727	4,846	2,739
Wichita	1,754	2,055	1,561
Denver	2,496	2,302	2,634
St. Paul	12,693	11,060	9,473
St. Paul	2,381	2,443	2,490
Indianapolis	5,632	4,722	6,163
Cincinnati	2,594	2,208	3,709

Total 129,237 125,421 138,472

HOGS.

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	16,442	24,266	47,011	86,109
Shipments	9,527	19,549	26,315	65,413
Local slaughter	7,201	4,406	19,884	20,601

SHEEP.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	78,637	80	63,226	62,407
Kansas City	30,703	21,088	23,247	....
Omaha	55,496	54,538	54,538	43,151
St. Louis	9,247	7,245	8,534	8,534
St. Joseph	32,170	33,005	33,419	35,419
Oklahoma City	12,000	12,000	14,388	14,388

SHEEP.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	78,637	80	63,226	62,407
Kansas City	30,703	21,088	23,247	....
Omaha	55,496	54,538	54,538	43,151
St. Louis	9,247	7,245	8,534	8,534
St. Joseph	32,170	33,005	33,419	35,419
Oklahoma City	12,000	12,000	14,388	14,388

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Sept. 8...	23,503	2,462	37,459	39,085
Tues., Sept. 9...	6,229	1,991	20,029	22,063
Wed., Sept. 10...	13,920	2,424	17,073	25,542
Thurs., Sept. 11...	7,004	1,376	21,349	27,916
Fri., Sept. 12...	1,468	629	13,642	13,612
Sat., Sept. 13...	500	200	6,000	6,000

Total this week. 33,224 9,002 115,052 134,198
Previous week. 42,066 9,285 90,931 96,898
Year ago. 53,997 11,232 182,147 116,250
Two years ago. 58,664 15,400 91,424 132,329

Total receipts for month and year to Sept. 13, with comparisons:

	September.	Year.
Cattle	1930. 1929.	1930. 1929.
Calves	95,320 100,113	1,489,301 1,583,144
Hogs	206,483 237,671	5,275,053 5,860,208
Sheep	234,096 207,452	2,808,323 2,562,671

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Sept. 8...	5,144	2	7,484	10,590
Tues., Sept. 9...	3,976	103	4,588	10,026
Wed., Sept. 10...	3,582	4	1,379	12,749
Thurs., Sept. 11...	1,097	37	1,630	10,801
Fri., Sept. 12...	715	4	5,179	7,338
Sat., Sept. 13...	100	...	500	2,000

Total this week. 15,514 210 20,760 53,601
Previous week. 11,824 358 16,453 25,890
Year ago. 16,806 686 18,440 50,471
Two years ago. 17,936 395 23,826 51,166

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Sept. 13.	\$11.00	\$10.25	\$ 3.35	\$ 8.40
Previous week	10.75	10.05	3.25	8.10
1929	13.75	9.65	3.65	11.95
1928	16.35	12.45	6.00	14.45
1927	12.45	10.75	5.60	13.65
1926	10.30	11.75	6.00	14.35
1925	11.50	11.00	7.10	15.25

Av. 1925-1929. \$12.85 \$11.30 \$ 5.65 \$14.15

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs, and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
Week ended Sept. 13.	38,000	94,800	81,700
Previous week	30,272	74,478	63,708
1929	37,191	113,707	65,779
1928	41,728	67,598	81,163
1927	39,370	74,830	59,412

*Saturday, Sept. 13, estimated.

HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weights and tops and average prices of hogs, with comparisons:

No.	Avg.	Prices	
Rec'd.	Wgt.	Top.	Avg.
*Week ended Sept. 13.	115,600	\$11.35	\$10.25
Previous week	90,931	245	11.35 10.05
1929	132,147	246	11.10 9.65
1928	120,200	245	13.50 12.45
1927	105,027	233	12.15 10.75
1926	98,547	269	14.40 11.75
1925	80,104	248	13.50 11.90

*Receipts and average weights estimated.

CHICAGO HOG SLAUGHTERS.

Hogs slaughtered at Chicago under federal inspection for week ended September 13, 1930, with comparisons:

Week ended Sept. 13...	97,764
Previous week	79,747
Year ago	106,554
1928	70,866
1927	77,600
1926	80,100

CHICAGO HOG SUPPLIES.

Supplies of hogs purchased by Chicago packers and shippers during the week ended Thursday, September 18, 1930, were as follows:

Week ended Sept. 18.	Prev. week.
Packers' purchases	56,023 48,429
Direct to packers	36,423 25,215
Shippers' purchases	20,857 16,543

Total supplies. 113,303 90,543
Chicago livestock prices on page 51.

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Sept. 17, 1930.

CATTLE—Fed light and medium-weight steers and yearlings ruled weak to 25c lower, while heavyweights, although scarce, looked 50@75c lower. She stock was unevenly steady to 25c lower, while vealers were about 50c higher. Fed steers and yearlings sold from \$10.50@12.00, with best Montana grassers at \$9.10@9.35, with numerous sales \$7.75@8.60. Plain kinds were down to \$6.00 or under. Best range cows brought \$7.00; best heifers, \$8.50; bulk grass cows, \$4.00@5.00; heifers, \$5.00@7.00; low cutters and cutters, \$3.25@3.75; medium bulls, \$4.50@5.25. Good to choice vealers brought \$10.00@13.00.

HOGS—Prices of light hogs are on the decline, with bulk of the 170- to around 240-lb. weights selling on the Wednesday market at \$10.00; most 240- to 325-lb. weights, \$9.50@10.00; bulk light lights, \$9.50; bulk pigs, \$9.25. Packing sows sold mainly at \$8.25@8.75.

SHEEP—Market on slaughter lambs has dropped sharply this week, bulk of natives selling today at \$6.50@7.50; common throwouts, mostly \$4.50; westerns, \$6.50@7.00. Better native ewes bulked at \$2.50@3.00.

SIOUX CITY LIVESTOCK.

(Continued from page 49.)

fully steady, with other she stock fully 25@50c lower. Best fed heifers scored \$12.00, and beef cows bulked at \$4.00@5.75. Bulls finished about steady with medium kinds largely \$4.50@5.00. Vealers strengthened and selects reached \$10.50.

HOGS—Weakness in the eastern pork trade was reflected in the live hog market, and prices barely held their own in comparison with a week ago. Despite diminished runs locally and elsewhere, shippers, as well as packer interests, displayed little activity at any time. Thursday's top was \$10.40 and most 180- to 300-lb. butchers sold at \$10.00@10.35, with heaviest offerings down around \$9.50. Lighter weight butchers ranged from \$9.25@10.00. Packing sows bulked at \$8.00@8.85, and heaviest sold down to \$7.50.

SHEEP—Excessive supplies and a decline of around 75c featured the week's fat lamb trade. Aged sheep broke 25@50c following a long period of virtually steady prices. Choice Idaho lambs at the close brought \$8.00, this price at the recent low level. Better grade natives earned \$7.50@7.75. The top on fat ewes dipped to \$3.50.

U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at nine centers during the week ended Friday, Sept. 12, 1930:

Week ended Sept. 12.	Prev. week.	1929.
Chicago	97,764	79,501 125,819
Kansas City, Kan.	35,449	29,625 41,700
Omaha	31,176	28,483 28,831
*East St. Louis	41,585	30,033 62,451
Sioux City	17,144	12,711 16,536
St. Paul	29,806	26,025 32,364
St. Joseph, Mo.	18,676	11,373 32,189
Indianapolis	14,109	15,534 17,053
New York and J. C.	26,498	20,971 30,072

*Includes St. Louis, Mo.

HIDE PRICE DIFFERENTIALS.

The Adjustment Committee of the New York Hide Exchange, on September 15, 1930, fixed the following price differentials between the basis grade and the premium and discount grades of hides which may be delivered against Exchange contracts. These differentials are effective September 16, 1930, to prevail until further notice.

The following differentials are based on hides taken off in the United States and Canada in the non-discount months of July, August, and September, and on hides taken off in the Argentine in the non-discount months of December, January, and February.

The differentials on frigorifico hides are based on delivery from dock or warehouse, duty paid.

FRIGORIFICO.

	Cents per lb.
Steers	.35 premium
Light steers	.25 premium
Cows	.35 premium
Ex. light cows and steers	.30 premium

PACKER.

	Cents per lb.
Heavy native steers	.20 premium
Ex. light native steers	No differential
Heavy native cows	No differential
Light native cows	Basis
Heavy but branded steers	.15 premium
Heavy Colorado steers	.10 premium
Heavy Texas steers	.20 premium
Light Texas steers	.50 premium
Ex. light Texas steers	.15 discount
Branded cows	.15 discount

PACKER TYPE.

	Cents per lb.
Branded cows and steers	.15 discount
Native cows and steers	.50 discount

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended September 13, 1930, were 3,167,000 lbs.; previous week, 2,785,000 lbs.; same week last year, 3,968,000 lbs.; from January 1 to September 13 this year, 133,866,000 lbs.; same period a year ago, 142,077,000 lbs.

Shipments of hides from Chicago for the week ended September 13, 1930, were 3,293,000 lbs.; previous week, 3,153,000 lbs.; same week last year, 3,451,000 lbs.; from January 1 to September 13 this year, 116,543,000 lbs.; same period a year ago, 153,098,000 lbs.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended September 13, 1930, were as follows:

Week ended Sept. 13, 1930	New York	Boston	Phila.
Sept. 13, 1930	27,493	34,392	27,935
Sept. 6, 1930	29,587	...	19,975
Aug. 30, 1930	9,003	200	...
Aug. 23, 1930	33,111	12,885	...
To date, 1930	1,229,721	662,608	443,562
Sept. 14, 1929	36,688	34,683	...
Sept. 7, 1929	104,473	6,524	49,070
To date, 1929	1,293,100	282,427	468,348

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Sept. 17, 1930, show exports from that country were as follows: To England, 116,150 quarters; to the Continent, 18,088 quarters.

Exports of the previous week were as follows: To England, 122,885 quarters; to the Continent, 19,382 quarters.

Do you know how to build your hide pack to avoid shrinkage and keep your hides in No. 1 condition? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

Hide and Skin Markets

Chicago.

PACKER HIDES—The advance in the market last week on light native and branded cows appeared to be too rapid for the market to digest and, after a very dull market most of this week sales of branded cows were made in a good way at $\frac{1}{2}$ c under last week's price. While various rumors have been afloat late this week to the effect that light native cows have moved on a resale basis at $1\frac{1}{2}$ c under the top price paid last week, as yet nothing has been confirmed; light native cows had moved up a full 2c last week, in advance of other selections.

One packer moved a moderate line of native and branded steers earlier this week on basis of last trading prices for native steers, butt brands and Colorados, and $\frac{1}{2}$ c down from the peak price realized at close of last week for heavy Texas steers. The total movement for the week to date has been 26,000 hides, September take-off.

Tanners insisted that the rapid up-swing to the market last week was occasioned by buying of actual hides for delivery against sales of futures on the Exchange, due to the greater fluctuation in the Exchange prices than in the market for actual hides. However, part of the movement last week is known to have gone to consuming interests. Tanners have refused to follow the sharp advance, pointing to a reduction of 10 per cent in shoe production for the first seven months of this year as against the same period last year. However, most packers were resting in a comfortable position, so far as unsold stocks are concerned. In the absence of trading in some descriptions, prices below are based on last confirmed trades.

Spready native steers around $16\frac{1}{2}$ @17c, nom. One packer sold 1,000 all light native steers at 14c, equal to 15c basis for heavies, steady with last week. Extreme native steers last sold at 13c; buyers' ideas 12c.

One packer sold 1,000 butt branded steers at $14\frac{1}{2}$ c, and 2,000 all heavy Colorados at 14c, both steady; these descriptions did not participate in the full advance paid for light cows last week. One packer sold two or three cars heavy Texas steers at end of last week at 15c; however, 1,000 sold this week at $14\frac{1}{2}$ c. Light Texas steers last sold at $13\frac{1}{2}$ c; extreme light Texas steers quotable at 11c.

Heavy native cows sold last week at 13c; buyers' ideas around $12\frac{1}{2}$ c. Light native cows sold late last week in a small way at 13c; resale lots are reported offered late this week at $11\frac{1}{2}$ c, but packers generally holding at 12c. Three packers moved total of 21,100 branded cows late this week at 11c, as against $11\frac{1}{2}$ c paid last week.

Native bulls last sold at 8c, branded bulls 7c.

South American market quiet early, but one pack moved later at \$34.50, followed by a pack of 4,000 LaBlancas at \$33.50, equal to $13\frac{11}{16}$ c, c.i.f. New York, as against \$34.00, equal to 14c paid last week.

SMALL PACKER HIDES—Local small packers cleaned up September hides last week, when one killer secured $12\frac{1}{2}$ c for all-weight native steers and cows and $11\frac{1}{2}$ c for branded. Market nominally around $\frac{1}{2}$ c less at present, based on parity with big packer market.

HIDE TRIMMINGS—Quoted \$30.00 per ton, Chicago.

COUNTRY HIDES—Market weaker early, and the late decline on packer cows will undoubtedly influence the market further. All-weights quoted around $8\frac{1}{2}$ c for very light average lots. Heavy steers and cows $7\frac{1}{2}$ @7c, nom. Buff weights sold at $8\frac{1}{2}$ c for one car and $8\frac{1}{2}$ c bid later. Extremes quotable around $10\frac{1}{2}$ c. Bulls $5\frac{1}{2}$ @5 $\frac{1}{2}$ c asked. All-weight branded about 7c, flat, less Chicago freight.

CALFSKINS—Trading awaited to establish calfskin market. Packers sold up to end of August, and no definite offerings as yet, although up to 22c is talked; last sales at 20c for August picked points.

Chicago city calf quoted around 17c for 8/10 lb. and 19c for 10/15 lb.; rumors of trading on this basis not confirmed. Mixed city and country skins around $15\frac{1}{2}$ @ $15\frac{1}{2}$ c; straight countries 13c.

KIPSKINS—Trading necessary to establish market here; some September native kips offered at 20c, with 18c bid; last sales at $17\frac{1}{2}$ c for northern natives.

Car Chicago city kips sold at 17c, early. Mixed cities and countries about $13\frac{1}{2}$ @13c; straight countries 12c.

Big packer regular slunks \$1.15 last paid and \$1.25 asked; hairless last sold at 30c.

HORSEHIDES—Market slow and about unchanged. Choice city renderers \$3.75@4.25 asked; mixed city and country lots \$3.00@3.50.

SHEEPSKINS—Dry pelts easy around 10c per lb. One big packer sold a car shearlings at 60c for No. 1's, 35c for No. 2's and some beaver shearlings at \$1.15. Small packer shearlings range up to 30c for No. 1's and 10@20c for No. 2's, according to quality of each lot. Pickled skins continue dull, with packer market quoted around \$5.00 per doz. straight run; sales of couple cars reported in other directions at \$4.25@4.35 per doz.; local pullers sold small packer skins recently at \$3.75. Summer lambs a shade higher; 14,000 September lambs sold at $57\frac{1}{2}$ c, with small ones half-price, at outside points.

PIGSKINS—No. 1 strips quoted around 6c per lb. Gelatine scraps offered at 4c, Chicago.

New York.

PACKER HIDES—Market quiet and cleaned up earlier to end of August. Prices nominally on parity with Chicago market.

COUNTRY HIDES—More offerings appearing and prices easier. Buff weights quotable around $8\frac{1}{2}$ c; extremes about $10\frac{1}{2}$ @ $10\frac{1}{2}$ c.

CALFSKINS—Market quiet and unchanged; supplies very light. The 5-7's last sold at \$1.65, 7-9's at \$2.10, and 9-12's at \$2.80.

New York Hide Exchange Futures.

Saturday, September 13, 1930—Close: Sept. 11.05n; Oct. 11.30n; Nov. 11.80n; Dec. 13.30 sale; Jan. 13.55n; Feb. 13.95n; Mar. 14.20n; Apr. 14.65n; May 15.20 sale; June 15.30n; July 15.50n; Aug. 15.80n. Sales 19 lots.

Monday, September 15, 1930—Close: Sept. 11.00n; Oct. 11.25n; Nov. 11.75n; Dec. 12.80@12.84; Jan. 13.05n; Feb. 13.45n; Mar. 13.70n; Apr. 14.15n; May 14.66@14.74; June 14.80n; July 15.40n; Aug. 15.65n. Sales 36 lots.

Tuesday, September 16, 1930—Close: Sept. 10.50n; Oct. 10.75n; Nov. 11.25n; Dec. 12.80@12.84; Jan. 13.05n; Feb. 13.45n; Mar. 13.70n; Apr. 14.15n; May 14.66@14.74; June 14.80n; July 15.40n; Aug. 15.65n. Sales 46 lots.

Wednesday, September 17, 1930—Close: Sept. 10.05n; Oct. 10.30n; Nov. 10.80n; Dec. 12.35 sale; Jan. 12.60n; Feb. 13.00n; Mar. 13.25n; Apr. 13.70n; May 14.30@14.34; June 14.45n; July 14.65n; Aug. 14.90n. Sales 32 lots.

Thursday, September 18, 1930—Close: Oct. 10.10n; Nov. 10.60n; Dec. 12.15@12.19; Jan. 12.40n; Feb. 12.80n; Mar. 13.05n; Apr. 13.50n; May 14.10@14.15; June 14.25n; July 14.45n; Aug. 14.70n. Sales 46 lots.

Friday, September 19, 1930—Close: Oct. 9.95n; Nov. 10.45n; Dec. 12.00@12.05; Jan. 12.25n; Feb. 12.65n; Mar. 12.90n; Apr. 13.35n; May 13.95@14.00; June 14.10n; July 14.30n; Aug. 14.55n. Sales 40 lots.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Sept. 19, 1930, with comparisons, are reported as follows:

PACKER HIDES.			
Week ended	Prev. week.	Cor. week.	
Sept. 19.		1929.	
Spr. nat.			
strs.	18 $\frac{1}{2}$ @17n	18 $\frac{1}{2}$ @17n	@21n
Hvy. nat. stra.	@15	@15	@19 $\frac{1}{2}$
Hvy. Tex. stra.	@14 $\frac{1}{2}$	@14 $\frac{1}{2}$	@19
Hvy. butt brnd'd stra.	@14 $\frac{1}{2}$	@14 $\frac{1}{2}$	@19
Hvy. Col. stra.	@14	@14	@18
Ex-light Tex. stra.	@11	@11 $\frac{1}{2}$	@17 $\frac{1}{2}$
Brnd'd cows.	@11	@11 $\frac{1}{2}$	@18 $\frac{1}{2}$
Hvy. nat. cows.	@13	@13	@19
Light nat. cows.	11 $\frac{1}{2}$ @12n	11 $\frac{1}{2}$	@17 $\frac{1}{2}$
Nat. bulls.	6@8	6@8	12 $\frac{1}{2}$ @13
Brnd'd bulls.	6@7	6@7	11@11 $\frac{1}{2}$
Calfskins ...	@21n	6@20	24@24 $\frac{1}{2}$
Kips, nat.	18@20	17@17 $\frac{1}{2}$	@23
Kips, ov-wt.	15@16n	15@15	@20%
Kips, brnd'd.	12@14n	12@13n	@18%
Slunks, reg. 1.15@1.25	1.15@1.25	1.15@1.25	@1.40n
Slunks, hris.	@30	@30	@40n
Light native, butt branded and Colorado steers 1c per lb. less than heavies.			

CITY AND SMALL PACKERS.			
Nat. all-wts.	11 $\frac{1}{2}$ @12n	@12 $\frac{1}{2}$	@17 $\frac{1}{2}$
Brnd'd	@11n	@11 $\frac{1}{2}$	@16 $\frac{1}{2}$
Nat. bulls ..	@7 $\frac{1}{2}$	@7	@12 $\frac{1}{2}$
Brnd'd bulls ..	@6 $\frac{1}{2}$ n	@6 $\frac{1}{2}$ n	@11
Calfskins ...	17 $\frac{1}{2}$ @12n	16	6@20 $\frac{1}{2}$
Lambs ...	@12n	@11 $\frac{1}{2}$ n	@20 $\frac{1}{2}$
Slunks, reg. 1.00@1.10	1.00@1.10	@20n	30@40n
Slunks, hris.	@20n	30	@40n

COUNTRY HIDES.			
Hvy. steers ..	7 @ 7 $\frac{1}{2}$	7 $\frac{1}{2}$ @8	13 $\frac{1}{2}$ @14
Hvy. cows ..	7 @ 7 $\frac{1}{2}$	7 $\frac{1}{2}$ @8	12 @ 12 $\frac{1}{2}$
Bulls ..	5 @ 5 $\frac{1}{2}$	5@6n	9 $\frac{1}{2}$ @10
Calfskins ...	5@13n	5@13n	@18 $\frac{1}{2}$
Kips ..	@12n	11 @ 12n	@17 $\frac{1}{2}$
Light calf ..	90 @ 1.00	90 @ 1.00	1.10@1.20
Deacons	90 @ 1.00	90 @ 1.00	1.10@1.20
Slunks, reg. 50 @ 60	50 @ 60	50 @ 60	@60n
Slunks, hris.	5 @ 10n	5 @ 10n	@10n

SHEEPSKINS.			
Pkr. lambs ..	.....	.....	.....
Sml. pkr. lambs ..	.....	.....	.....
pkr. shearlings 35	@60	25 @ 60	@1.17 $\frac{1}{2}$
Dry pelts ...	@50	@50	20 @ 21

Main Office
140 W. Van Buren St.
CHICAGO, ILL.
All Codes

E.G. JAMES COMPANY

PROVISION BROKERS

Branch Office
148 State St.,
BOSTON, MASS.

On request, our complete provision, fresh meat, packing-house products, tallow and grease daily market quotation sheets will be mailed to any member of the trade free of charge; also our periodical market reports.

Beef, Provisions, Packing House Products,
Tallow, Greases, Fertilizer Materials, Bone
Materials, Animal Feeds, Whale Guano
Bird Guano



We trade in Domestic, Canadian, European,
Australian, New Zealand and South
American products on
Brokerage basis

We specialize in taking care
of the requirements of buyers
located all over the United
States and Canada. Offerings
telegraphed promptly on re-
ceipt of inquiries.



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FORTY-SECOND FLOOR :: BOARD OF TRADE BLDG.
EXCLUSIVE PACKERS REPRESENTATIVES
PACKING HOUSE PRODUCTS
SPECIALIZING IN HOGS AND CUTS DRESSED IN THE WEST
CROSS AND KELLY CODES :: LONG DISTANCE PHONE WEBSTER 3113

H. PETER HENSCHIEN

Architect

PACKING PLANTS AND COLD STORAGE CONSTRUCTION
59 East Van Buren St., Chicago, Ill.



Their Flavor is a
"Marvel"

Marvel Brand Hams
and Bacon are popular
because their flavor is unsurpassed
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Beef and Pork Packers

"American Beauty" Hams, Bacon, Lard
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Recleaned Whole and Ground
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F. C. ROGERS, INC.

NINTH AND NOBLE STREETS

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F. COOPER ROGERS PROVISION BROKER, INC.

NEW YORK PRODUCE EXCHANGE

Member of New York Produce Exchange
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This Is The Lachsshinken

(Smoked, Loin Roll)



Once Tried—Always Wanted

Unexcelled For

Taste—Tenderness—Cure

Hermann Schneider

Berlin

Lichterfelde-West

Germany

Chicago Section

Harry Altman, Detroit, Mich., specialist in sausage casings, was a business visitor in the city during the week.

E. S. Urwitz, general manager of the Dryfus Packing Co., Lafayette, Ind., transacted business in the city during the latter part of the week.

J. T. McMillan, president, J. T. McMillan Co., St. Paul, Minn., spent several days of this week in the city calling on friends and transacting business.

George M. Foster, secretary of John Morrell & Company, Ottumwa, Ia., was a visitor in Chicago during the first part of this week.

Harry Freeman, Rumsey & Co., has returned from a vacation on Nantucket Island. The big attraction for Mr. Freeman at this point this year was the first grandson, who is reported to have reached the 16/18 lb. average.

W. F. Atz, in charge of fresh pork sales, Wilson & Co., was on vacation with his family last week at Lakeside, Mich. This is apple growing country and it is reported that Mr. Atz purchased his winter supply and has invited his friends to share them with him.

A. V. Crary, general manager of sales, general line, Continental Can Co., returned last week on the Berengaria from a European trip of several months duration. Among the features of his tour were visits to the plants of the Metal Box & Printing Industries in Great Britain, in which his company is interested.

Provision shipments from Chicago for the week ended Sept. 13, 1930, with comparisons, were as follows:

	Cor. wk.	Last wk.	Prev. wk.	1929.
Cured meats, lbs.	18,393,000	17,292,000	22,026,000	
Fresh meats, lbs.	49,604,000	46,720,000	42,399,000	
Lard, lbs.	9,110,000	8,467,000	9,536,000	

Packers' purchases of livestock at Chicago for the first four days of this week totaled 29,342 cattle, 5,159 calves, 71,857 hogs and 64,785 sheep.

KINGAN ISSUES A "WHO'S WHO."

Brief biographical sketches of 80 men and women famous throughout the ages are contained in a booklet of handy pocket size, distributed by Kingan & Co., Indianapolis.

In addition to this vast store of readily accessible data, the booklet contains a brief historical sketch of the company from its founding in Belfast, Ireland, in 1845 by the three brothers, Samuel, Thomas D. and James Kingan, to the present world-wide activities of the company.

Kingan Bros., as the firm was then known, bought dressed hogs from Irish farmers and cured the shoulders, hams

and middles. They also imported American meats.

Finally they decided to open a house in the United States to provide for their European trade. In 1851 their first American unit was established in Brooklyn, N. Y. Two years later they moved to Cincinnati. Soon it became necessary to secure their hogs from greater distances and they decided that the best hogs for their purposes came from Indiana.

Late in 1862 the company moved to Indianapolis, which has been the headquarters of the organization since that time. The company has 19 branch houses located throughout the United States and selling connections in practically all foreign countries.

One page of the booklet, which contains 88 pages, is devoted to "facts about meat." It points to the importance of meat in the daily diet, to the superior nutritive value of meat proteins, to its vitamine content, to its value as a blood builder because of its richness in phosphorous and iron, and to the fact that it is 97 per cent digestible. Many other salient facts about this important food are included in short snappy paragraphs.

The booklet, entitled "Noted Men and Women," is distributed with the compliments of Kingan & Co.

ST. JOSEPH LIVESTOCK.

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Sept. 18, 1930.

CATTLE—Despite moderate receipts there has been a general decline in all classes and grades of cattle in keeping with the lower trend of wholesale meat prices. The steer and yearling trade shows a 50c@\$1.00 decline in which inbetween and common grades have suffered most, butcher cattle have eased off 25@50c; bulls, 50c. Early trading featured a \$12.75 top on choice yearlings, but with the subsequent decline, best offerings were selling at \$12.00 and below. Bulk of native fed steers and yearlings ranged from \$10.50@12.00; wintered and fed westerns, \$8.50@10.50; straight grassers, \$5.50@8.00. Choice vealers have advanced 50c to a top of \$11.00.

HOGS—Hog prices have worked to lowest levels in about a month. Supplies have been seasonably moderate, although running well above volume of a month earlier. Top hogs today brought \$10.50; bulk finished medium and light weights, \$10.25@10.40; heavy butchers, \$10.00@10.25; sows, mostly \$8.00@8.75. A 10@20c decline is indicated for the week on butcher hogs and a weak to 25c lower market on sows.

SHEEP—With supplies fairly liberal and a distinctly lower trend in the dressed lamb trade, the recent bulge in fat lamb prices has been entirely wiped out, a new low for the year being indicated today with top range lambs at \$8.00. Native lambs are selling at \$7.50 down; best ewes, \$3.50. This is 50@75c lower than a week ago.

TRADE GLEANINGS

Operation of the newly constructed packing plant of the Jackson Packing Co., Jackson, Tenn., was begun recently.

Modern Beef and Provision Co., 6 East 45th st., New York City, has been incorporated by L. Sachs with 20,000 shares of common stock.

Sale of the Montgomery, Ala., branch house of the Cudahy Bros. Co. to George A. Hormel & Co. of Austin, Minn., is announced.

Atlantic Packing Co., 4500 W. 22nd st., Chicago, has been incorporated for \$10,000 to engage in a general fresh and smoked meat and sausage business.

Superior Meats, Inc., with 100 shares no par value stock, has been incorporated in Ohio for operation in Cleveland. A. H. Dudnik, Loretta Smith and James D. Fox are the incorporators.

A. E. Bechtol & Son, Orwell, Ohio, will begin operation of their new plant in the near future. Already some slaughtering has been done there, but full activities will not start until near the close of the month.

The Engel Brokerage Co., Indianapolis, Ind., has been established to deal in packinghouse products with sausage materials as a specialty. The company has been established by J. B. Engel and is located at 305 Merchants Bank Bldg.

Sale of the Holland-American Packing Plant, Manchester, Mont., has been approved by the court to satisfy certain obligations. The plant has been engaged in the slaughter of horses and the preparation of the meat for export.

Fire of incendiary origin broke out in the plant of the American Packing and Provision Co., Ogden, Utah, recently. Gasoline soaked materials were found in the plant. While property of great value was endangered the actual loss was small.

Work has been begun on a modern meat packing plant at Clarkston, Idaho, to cost upward of \$85,000 and to be completed by December 1. The plant is being erected by W. H. Bristol, wholesale and retail meat dealer, with headquarters at Lewiston. The new plant will replace the frame structure destroyed by fire a year ago.

LAVAN OPENS MEAT OFFICES.

E. F. Lavan announces the opening of sales offices at 134 No. Delaware ave., Philadelphia, with a full line of packinghouse products and canned meats. He will represent packers direct. For the past 16 years he has been with Wilson & Rogers, Inc., representing Western packers in Philadelphia. He is one of the best-known packinghouse product brokers and sales agents in the East.

DRESSING A BEEF CARCASS.

Carcass beef sells chiefly on its good looks. What ruins the looks of a carcass? How should the carcass of a "splitter" work to prevent this? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

September 20, 1930.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual cariot trading, Thursday,
September 18, 1930.

Regular Hams.	
Green.	S. P.
8-10	18 1/4
10-12	18
12-14	18
14-16	18
16-18	18
18-20	18
10-16 range	18
16-22 range	18

S. P. Boiling Hams.	
H. Bn.	Select.
16-18	18
18-20	18
20-22	18

Skinned Hams.	
Green.	S. P.
10-12	20 1/2
12-14	20
14-16	19 1/2
16-18	18 1/2
18-20	17 1/2
20-22	16
22-24	14 1/2
24-26	13 1/2
25-30	13
30-35	12 1/2

Pienies.	
Green.	S. P.
4-6	13
6-8	12
8-10	10 1/2
10-12	10
12-14	10

Bellies.	
Green.	S. P.
6-8	21 1/2
8-10	20 1/2
10-12	20 1/2
12-14	19 1/2
14-16	19
16-18	18 1/2

D. S. Bellies.	
Clear.	Rib.
14-16	16
16-18	15 1/2
18-20	15 1/2
20-25	14 1/2
25-30	14 1/2
30-35	14
35-40	13 1/2
40-50	13 1/2

D. S. Fat Backs.	
8-10	10 1/2
10-12	10 1/2
12-14	10 1/2
14-16	10 1/2
16-18	11 1/2
18-20	12 1/2
20-25	12 1/2

D. S. Rough Ribs.	
45-50	Sept.
55-60	Oct.
65-70	July
75-80	13 1/2

Other D. S. Meats.	
Extra short clears.	35-45
Extra short ribs.	35-45
Regular plates.	6-8
Clear plates.	4-6
Jowl butts.	10 1/2

LARD—	
Sept.	11.75
Oct.	11.70
Nov.	11.65
Dec.	11.42 1/2-50
Jan.	11.22 1/2-32 1/2
Feb.	11.22 1/2-32 1/2

CLEAR BELLIES—	
Sept.	11.75
Oct.	11.70
Nov.	11.65
Dec.	11.37 1/2
Jan.	11.20
Feb.	11.17 1/2

CLEAR BELLIES—	
Sept.	11.75
Oct.	11.70
Nov.	11.65
Dec.	11.37 1/2
Jan.	11.20
Feb.	11.17 1/2

LARD—	
Sept.	11.70
Oct.	11.65
Nov.	11.60
Dec.	11.37 1/2
Jan.	11.20
Feb.	11.17 1/2

CLEAR BELLIES—	
Sept.	11.70
Oct.	11.65
Nov.	11.60
Dec.	11.37 1/2
Jan.	11.20
Feb.	11.17 1/2

CLEAR BELLIES—	
Sept.	11.70
Oct.	11.65
Nov.	11.60
Dec.	11.37 1/2
Jan.	11.20
Feb.	11.17 1/2

CLEAR BELLIES—	
Sept.	11.70
Oct.	11.65
Nov.	11.60
Dec.	11.37 1/2
Jan.	11.20
Feb.	11.17 1/2

CLEAR BELLIES—	
Sept.	11.70
Oct.	11.65
Nov.	11.60
Dec.	11.37 1/2
Jan.	11.20
Feb.	11.17 1/2

CLEAR BELLIES—	
Sept.	11.70
Oct.	11.65
Nov.	11.60
Dec.	11.37 1/2
Jan.	11.20
Feb.	11.17 1/2

CLEAR BELLIES—	
Sept.	11.70
Oct.	11.65
Nov.	11.60
Dec.	11.37 1/2
Jan.	11.20
Feb.	11.17 1/2

CLEAR BELLIES—	
Sept.	11.70
Oct.	11.65
Nov.	11.60
Dec.	11.37 1/2
Jan.	11.20
Feb.	11.17 1/2

CLEAR BELLIES—	
Sept.	11.70
Oct.	11.65
Nov.	11.60
Dec.	11.37 1/2
Jan.	11.20
Feb.	11.17 1/2

CLEAR BELLIES—	
Sept.	11.70
Oct.	11.65
Nov.	11.60
Dec.	11.37 1/2
Jan.	11.20
Feb.	11.17 1/2

CLEAR BELLIES—	
Sept.	11.70
Oct.	11.65
Nov.	11.60
Dec.	11.37 1/2
Jan.	11.20
Feb.	11.17 1/2

FUTURE PRICES.

SATURDAY, SEPTEMBER 13, 1930.

Open. High. Low. Close.

LARD—

S. P. 11.42 1/2 11.42 1/2 11.42 1/2 11.50xx

Sept. 11.42 1/2 11.42 1/2 11.42 1/2 11.42 1/2

Oct. 11.42 1/2 11.42 1/2 11.42 1/2 11.42 1/2

Nov. 11.42 1/2 11.42 1/2 11.42 1/2 11.42 1/2

Dec. 11.00-11.02 1/2 11.05 11.00 11.05

Jan. 10.92 1/2 10.97 1/2 10.92 1/2 10.97 1/2

CLEAR BELLIES—

S. P. Sept. 11.55

Oct. 11.55

Nov. 11.55

Dec. 11.55

Jan. 11.55

Feb. 11.55

CLEAR BELLIES—

S. P. Sept. 11.55

Oct. 11.55

Nov. 11.55

Dec. 11.55

Jan. 11.55

Feb. 11.55

CLEAR BELLIES—

S. P. Sept. 11.55

Oct. 11.55

Nov. 11.55

Dec. 11.55

Jan. 11.55

Feb. 11.55

CLEAR BELLIES—

S. P. Sept. 11.55

Oct. 11.55

Nov. 11.55

Dec. 11.55

Jan. 11.55

Feb. 11.55

CLEAR BELLIES—

S. P. Sept. 11.55

Oct. 11.55

Nov. 11.55

Dec. 11.55

Jan. 11.55

Feb. 11.55

CLEAR BELLIES—

S. P. Sept. 11.55

Oct. 11.55

Nov. 11.55

Dec. 11.55

Jan. 11.55

Feb. 11.55

CLEAR BELLIES—

S. P. Sept. 11.55

Oct. 11.55

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending	Cor. week,	1929.
Prime native steers	20	@21 1/2	24 @21 1/2
Good native steers	19	@20	23 @24
Medium steers	18	@19	22 @23
Heifers, good	14	@18	23 @23
Cows	9	@12 1/2	15 @18
Hind quarters, choice	28	@27	31 @31
Fore quarters, choice	16	@20	21 @21

Beef Cuts.

Steer loins, No. 1	435	@44
Steer loins, No. 2	433	@41
Steer short loins, No. 1	444	@54
Steer short loins, No. 2	440	@49
Steer loin ends (hips)	26	@34
Steer loin ends, No. 2	26	@33
Cow loins	20	@29
Cow short loins	25	@36
Cow loin ends (hips)	16	@22
Steer ribs, No. 1	26	@33
Steer ribs, No. 2	25	@32
Cow ribs, No. 2	27	@29
Cow ribs, No. 3	18	@16
Steer rounds, No. 1	18	@23 1/2
Steer rounds, No. 2	17	@23
Steer chuck, No. 1	14 1/2	@19 1/2
Steer chuck, No. 2	14	@19
Cow rounds	14	@20
Cow chuck	11	@15
Steer plates	10	@14 1/2
Medium plates	8	@12
Briskets, No. 1	15	@20
Steer navel ends	6 1/2	@10 1/2
Cow navel ends	7 1/2	@10 1/2
Fore shanks	5	@10
Hind shanks	5	@11
Strip loins, No. 1, boneless	65	@60
Strip loins, No. 2	55	@50
Sirloin butts, No. 1	32	@40
Sirloin butts, No. 2	24	@32
Beef tenderloins, No. 1	75	@75
Beef tenderloins, No. 2	70	@70
Rump butts	30	@30
Flank steaks	20	@27
Shoulder clods	13 1/2	@21
Hanging tenderloins	11 1/2	@20
Insides, green, 6@8 lbs.	14	
Outsides, green, 5@6 lbs.	13 1/2	
Knuckles, green, 5@6 lbs.	15 1/2	

Beef Products.

Brains (per lb.)	10	@12
Hearts	9	@14
Tongues, 4@5	35	@36
Sweetbreads	28	@42
Ox-tails, per lb.	11	@15
Fresh tripe, plain	8	7 @8
Fresh tripe, H. C.	10	@10
Livers	18	17 @22
Kidneys, per lb.	10	@14

Lamb.

Choice lambs	18	@25
Medium lambs	16	@23
Choice saddles	26	@30
Medium saddles	24	@28
Choice fores	14	@20
Medium fores	12	@18
Lamb fries, per lb.	33	@18
Lamb tongues, per lb.	16	@16
Lamb kidneys, per lb.	25	@30

Mutton.

Choice lambs	18	@25
Medium lambs	16	@23
Choice saddles	26	@30
Medium saddles	24	@28
Choice fores	14	@20
Medium fores	12	@18
Lamb fries, per lb.	33	@18
Lamb tongues, per lb.	16	@16
Lamb kidneys, per lb.	25	@30

Fresh Pork, Etc.

Pork loins, 8@10 lbs. avg.	26	@29
Picnic shoulders	15 1/2	@17
Skinned shoulders	18	@18
Tenderloins	55	@47
Spare ribs	12 1/2	@14
Fat backs	13	@14
Back butts	22	@23
Boneless butts, cellar trim,	26	@26
Hocks	10	@13
Tails	12	@12
Neck bones	5 1/2	@4
Slip bones	14	@14
Blade bones	14	@14
Pigs' feet	6	@7
Kidneys, per lb.	11	@11
Livers	8 1/2	@7 1/2
Brains	10	@14
Ears	7	@7
Shouts	7	@7
Heads	9	@9

Veal.

Choice carcass	20	@21
Good carcass	17	@19
Good saddles	24	@28
Good racks	12	@16
Medium racks	7	@9

THE NATIONAL PROVISIONER

Veal Products.

Brains, each	@10	12	@14
Sweetbreads	@60	75	
Calf livers	@55	60	

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)			
Pork sausage, in 1-lb. cartons		@20	
Country style sausage, fresh in link			
Country style sausage, fresh in bulk			
Country style pork sausage, smoked			
Frankfurts in sheep casings			
Bologna in beef bungs, choice			
Bologna in cloth, pastrified, choice			
Liver sausage in hog bungs			
Smoked liver sausage in hog bungs			
Liver sausage in beef rounds			
Head cheese			
New England luncheon specialty			
Minced luncheon specialty, choice			
Tongue sausage			
Blood sausage			
Souse			
Polish sausage			

DRY SAUSAGE.

Cervelat, choice, in hog bungs			
Thuringer Cervelat			
Farmer			
Holsteiner			
B. C. Salami, choice			
Milano Salami, choice, in hog bungs			
B. C. Salami, new condition			
Frissee, choice, in hog middles			
Genoese style Salami			
Pepperoni			
Mortadella, new condition			
Capicolla			
Italian style hams			
Virginia hams			

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—			
Small tins, 2 to crate.			\$6.25
Large tins, 1 to crate.			7.25
Frankfurt style sausage in sheep casings—			
Small tins, 2 to crate.			7.50
Large tins, 1 to crate.			8.50
Frankfurts style sausage in hog casings—			
Small tins, 2 to crate.			7.00
Large tins, 1 to crate.			8.00
Smoked link sausage in hog casings—			
Small tins, 2 to crate.			6.50
Large tins, 1 to crate.			7.50

SAUSAGE MATERIALS.

Regular pork trimmings	10 1/2	@11
Special lean pork trimmings	15	
Extra lean pork trimmings	17	
Neck bone trimmings	13 1/2	
Pork cheek meat	10 1/2	
Pork livers	8 1/2	
Pork hearts	12	
Neck bones bull meat (heavy)	11 1/2	
Boneless chuck	9	
Shank meat	7	
Beef trimmings	4 1/2	
Beef hearts	5	
Beef cheeks (trimmings)	5 1/2	
Dressed canners, 350 lbs. and up	6 1/2	
Dressed cutter cows, 400 lbs. and up	7 1/2	
Dr. bologna bulls, 600 lbs. and up	7	
Beef tripe	3 1/2	
Pork tongues, canner trimmed S. P.	15 1/2	@16

SAUSAGE CASINGS.

(F. O. B. CHICAGO)			
(Wholesale lots. Usual advances for smaller quantities.)			

Beef casings:

Domestic rounds, 180 pack.	21	
Domestic rounds, 140 pack.	27	
Export rounds, wide.	45	
Export rounds, medium.	25	
Export rounds, narrow.	40	
No. 1 weasands.	13	
No. 2 weasands.	.07	
No. 1 bungs.	.20	
Middles, regular.	.65	
Middles, selected wide.	2.00	
Dried bladders:		
12-15 in. wide, flat.	1.90	
10-12 in. wide, flat.	1.60	
8-10 in. wide, flat.	.89	
6-8 in. wide flat.	.55	
Narrow	3.25	
Narrow, special, per 100 yds.	2.25	
Medium, regular, per 100 yds.	1.09	
Wide, per 100 yds.	.75	
Extra wide, per 100 yds.	.85	
Export bungs.	.30	
Large prime bungs.	.20	
Medium prime bungs.	.12	
Small prime bungs.	.08	
Middles, per set.	.20	
Stomachs	.08	

Hog casings:

Regular tripe, 200-lb. bbl.	\$13.00
Honeycomb tripe, 200-lb. bbl.	20.00
Pocket honeycomb tripe, 200-lb. bbl.	21.00
Pork feet, 200-lb. bbl.	16.50
Pork tongues, 200-lb. bbl.	77.00
Lamb tongues, long cut, 200-lb. bbl.	55.00
Lamb tongues, short cut, 200-lb. bbl.	65.00

DRY SALT MEATS.

Extra short clears	@13%
Extra short ribs	@13%
Short clear middles, 60-lb. avg.	@14%
Clear bellies, 14@20 lbs.	@15%
Clear bellies, 14@16 lbs.	@16
Rib bellies, 20@25 lbs.	@14%
Rib bellies, 25@30 lbs.	@14%
Fat backs, 10@12 lbs.	@10%
Fat backs, 14@16 lbs.	@11%
Regular plates	@10%
Butts	@11%

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	@20
Fancy skd. hams, 14@16 lbs.	@28 1/2
Standard reg. hams, 14@16 lbs.	@25
Picnics, 4@8 lbs.	@21
Fancy bacon, 6@8 lbs.	@34
Standard bacon, 6@8 lbs.	@28
No. 1 beef ham sets, smoked—	
Inadies, 8@12 lbs.	@48
Outsides, 5@9 lbs.	@37
Knuckles, 5@9 lbs.	@40
Cooked hams, choice, skin on, fatted.	@39
Cooked hams, choice, skinless, fatted.	@40
Cooked picnics, skin on, fatted.	@25
Cooked picnics, skinned, fatted.	@26
Cooked loin roll, smoked.	@40

BARRELED PORK AND BEEF.

Mess pork, regular.	\$	@30.50
Family back pork, 24 to 34 pieces.	\$	@32.00
Family back pork, 35 to 45 pieces.	\$	@32.00
Clear back pork, 40 to 50 pieces.	\$	@25.00
Clear plate pork, 25 to 35 pieces.	\$	@20.50
Brisket pork	\$	@26.00
Bean pork	\$	@23.50
Plate beef	\$	@20.00
Extra plate beef, 200 lb. bbl.	\$	@21.00

COOPERAGE.

Ash pork barrels, black iron hoops.	81 47 1/2
Oak pork barrels, black iron hoops.	1.55
Ash pork barrels, galv. iron hoops.	1.67 1/2
Oak ham tierces.	2.85
Red oak ham tierces.	2.15
White oak ham tierces.	

Retail Section

Small Town Dealer Has Some Thoughts on Pre-Cut, Packaged Meats

The possibility that pre-cut, packaged meats may become generally popular is causing some retailers no little concern.

They see in them the danger that competition for the meat store will be increased. Others fear that retail selling prices will have to be increased, and that meat demand will be reduced accordingly.

These are only speculations. No one can foresee at this time what effect this new trend may have on meat packing and the retail meat trade.

Some thought the radio would put the phonograph manufacturer out of business. It didn't. He is still selling phonographs. In addition he is making more money on radio cabinets than he ever made on phonographs. Instead of limiting his opportunities, the radio broadened them.

In the following letter to the editor of THE NATIONAL PROVISIONER a small-town retailer expresses the opinion that worrying about pre-cut, packaged meats and agitating against them is a waste of time. His thought is that, if this method of merchandising meat is economically sound, it will come in spite of all opposition to it. He says:

What About the New Idea?

Editor THE NATIONAL PROVISIONER:

Pre-cut, packaged meats are not finding much favor in the retail meat trade, if what I read in the papers is a true reflection of sentiment.

I have not talked with any other retailer or salesman on this subject. What ideas I have on it may not amount to much, but they have not been influenced by the direct opinions of others.

What I am wondering is: Why all this fuss about pre-cut, packaged meats?

Some of it, I assume, is coming from meat cutters who see the loss of their jobs with the advent of this packaged product. The rest, it seems, is from retailers, and is engendered by a fear that if the pre-cut meats become popular they will be sold in many outlets other than retail meat stores.

In attempting to come to any conclusion about pre-cut meats the follow-

ing question must be taken into consideration:

Progress Can't Be Stopped.

Is the practice of merchandising meat cut and packaged in the meat packing plant economically sound?

If it is, then all the agitation against this product will avail nothing. If it is not, the meat cutter and the retailer have nothing to fear.

I know I am not competent to answer this question. But whether or not it is answered at this time is of little importance in bringing out the point I want to make. That is, that it is just as useless to try to block the march of progress in the meat industry as it is in any other. It just can't be done.

But for the sake of argument let us assume that pre-cut meats are economically sound, and that they will become generally popular with consumers.

What about the meat cutter? He will be no worse off than others who have been forced to readjust their ways of earning a living.

In our little town there were two

harness shops 15 years ago. One of these employed three men and the other two. With the two proprietors, seven men made their living out of making, selling and repairing harness and selling robes, whips, dusters and other accessories. Today there is one shop operated by one man.

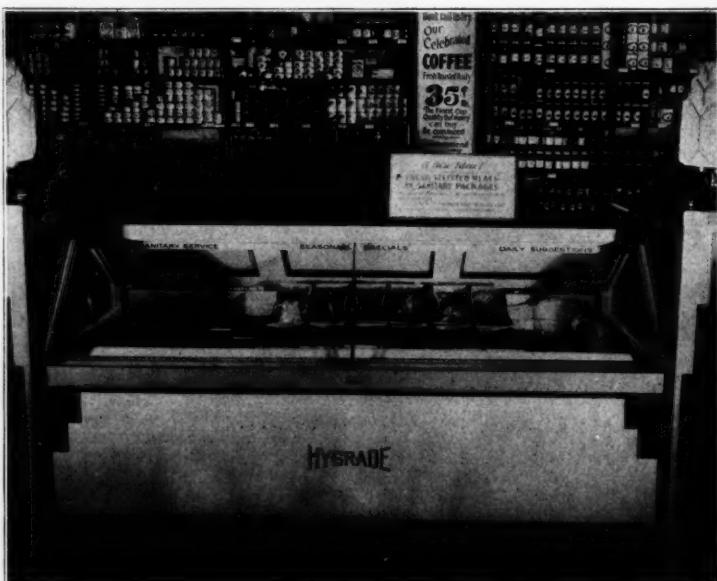
The automobile and the tractor forced six men out of their jobs. And I don't imagine that all the agitation the harness makers might have stirred up would have helped matters any.

Opportunities in Changing Conditions.

One proprietor took his money and opened an oil station. He also handles tires and accessories, and has a top and upholstery repair department in connection. He tells me he is happier and is making more money than he ever made in his harness shop.

The other man opened up with a stock of shoes, trunks, suit cases, bags, etc. I don't know how much money he has made, but he drives a good car, lives in a good home, has educated four children and both he and his wife look as if they had plenty to eat.

The fact that these two harness shop proprietors were forced out of business by changing conditions hurt neither of them.



PRE-CUT, PACKAGED MEATS ON DISPLAY IN RETAIL STORE.

The meats are cut and wrapped in transparent paper in the meat packing plant and are delivered in consumer packages to the retail store. Some retailers fear meats put up in this form. Their principal objection is that many retail outlets not now handling meats may stock them.

One dealer suggests that retailers stop worrying about this new method of merchandising meats. The feasibility of the method is not proved as yet, he points out. If the practice of merchandising pre-cut, packaged meats is economically sound it will come into general use despite all objections to it. If it is not the fact soon will be discovered.

September 20, 1930.

THE NATIONAL PROVISIONER

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One of the five employees now owns one of the shops. He probably makes as much or more than his former wages. Another, I learn, is with one of the large circuses. His job is to make new harness and to keep all harness and trappings in repair. The third, now growing old, has retired to a little chicken and truck farm on the edge of town. The fourth I have lost track of.

The fifth man has become the town loafer. He could not rise to the occasion.

Suppose pre-cut meats do replace the meat cutter. This will create jobs for skilled knife men in the meat plants where opportunities will be greater than they were in the retail store. And there will be other opportunities for the meat expert in purchasing, selling, etc. An intelligent meat cutter ought to make a good store manager.

Better Business for Everybody.

The important point is not that a few of us will be inconvenienced temporarily, but whether pre-cut, packaged meats will make a saving in the cost of meat distribution and increase meat consumption, meaning better business for everybody. If they will, the fact that a comparatively few men will have to adjust themselves to conditions for the benefit of the great number of consumers is not the main point.

Now let us look at the individual retailer's point of view. If the grocer stocks pre-cut frozen meats, what is to prevent me from putting in a stock of groceries? If the grocer should stock meats I would lose some business. If I put in a general stock of foods the grocer would lose some business. The chances are that both of us would end up just about where we started.

In our town there are two chain grocery stores. If they were to put in meats they would take away some business from me and from the other retail meat store. I would hesitate to stock groceries, out of consideration for the three independent grocers who do not carry meats. But I can see how some advantage might be gained were I to consolidate my business with one of these independent grocery stores.

If the chains stocked meats I would be injured to the extent that they took business away from me. But if I did lose some business, and if I stocked pre-cut meats and consolidated with a grocery, my expenses would be considerably lower than they are now. And I am not sure that I would lose so very much after all, considering that I am more interested in net profits than in turnover.

Worry and Agitation Won't Help.

Uncle Harvey is beloved by young and old in our town, and when it was noised about that he was suffering from a mysterious ailment everyone was much concerned. If the disease were so-and-so our local sawbones said there were no hopes; if it were something else he could be cured easily.

I visited Uncle Harvey the evening before they took him to the hospital in the city. When I asked him how he felt he said: "Wal, Bill, I'm not worryin'. If it so-and-so worryin' won't help, and if it's somethin' else it would be foolish to worry."

So, why worry? If pre-cut packaged meats are coming, worrying and

agitating won't stop them. If they are not coming, worrying and agitating will have been energy wasted.

The wiser thing, it seems to me, would be to spend the same amount of energy getting in a position on the fence so as to be able to fall on either side. And on second thought I believe that's what I'll do.

Yours truly,
MEAT RETAILER.

MEAT STORE EQUIPMENT.

The New York office of the Allied Store Utilities Company of St. Louis, Mo., has been opened at 55 West 42nd st., for transaction of general sales business—wholesale, retail and export—of its three nationally-known subsidiaries. These are The Hussman Refrigerator Company, St. Louis, builders of commercial refrigerator and display case equipment, and designers and manufacturers of meat market equipment; The Ligonier Refrigerator Company, Ligonier, Ind., manufacturers of refrigerators and meat display case equipment, and The Steiner Manufacturing Company, St. Louis, manufacturers of electric coffee mills, meat choppers, slicing machines, mixing machines and computing scales. Danner Bierhaus is manager of the New York office.

NEWS OF THE RETAILERS.

Jack Dee, Bend, Ore., has been succeeded in the meat business by George F. Gates.

A. L. Quick has retired from the East Side Cash Market, Portland, Ore., and Fred A. Leu will continue the business.

Nels L. Isaacson, Sedro-Woolley, Wash., has been succeeded in the meat business by Nels Enberg.

J. M. Medved, Nezperce, Ida., has engaged in business under name of City Meat Market.

E. P. Mitchell, 1352 Milwaukee ave., Portland, Ore., has sold his meat market equipment to George J. Cook.

H. H. Hawkins has sold the equipment of the Roanoke Grocery and Meat Market, Seattle, Wash., to I. Shucklin.

Wm. L. Waterbury has sold his meat and grocery business in Yakima, Wash., to Veto Lupino.

Earl Wong, meat and groceries, Bakersfield, Cal., has suffered a severe fire loss.

S. Lowenstein & Son, 1935 Adelaid st., Detroit, Mich., has been incorporated to deal in meats and meat products, with a capital of \$150,000, of which \$100,000 has been subscribed and paid in.

Frank Jaworski has incorporated his meat and sausage business at 2933 Trowbridge st., Hamtramck, Mich., as Frank Jaworski Sausage Co., with a capital of \$50,000.

C. S. Mitchell and Wilbur R. Young are about to engage in the meat business in Kenton, O.

E. O. Johnson recently purchased the meat market of Taylor & Franklin at Spencer, Ind.

Clyde Dando has leased his Orland Meat Market in Anglo, Ind., to Prenix Brothers.

A
Money-Maker
for
Meat Retailers

"Meat Retailing"

by A. C. Schueren will make money for any meat retailer. Contains 850 pages of practical ideas. Covers cost and selling prices, wage systems, sausage making, grading, marketing methods, and dozens of other subjects. Just the book for the up-to-date retailer. Order it now.

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THE NATIONAL PROVISIONER
407 S. Dearborn St.
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The United Groceries & Markets will open Store No. 41 at 1742 West 65th st., Seattle, Wash.

Price Roberts will open a meat market in Colfax, Ia.

George Oster, Dysart, Ia., has sold an interest in his meat business to Anton Guth.

M. W. Heehold, Bovey, Minn., grocery and meat, has sold out to Ben Manday.

L. A. Hardtke, meats, Elgin, Minn., sold out to W. E. Kneer.

M. R. Richmond will open a meat market at 1401-W Second st., Appleton, Wis.

Mr. and Mrs. L. M. Penny, Ellsworth, Wis., sold their grocery and meat business to W. A. Brandt.

New York Section

RETAIL TRADE LEADER GOES.

The sands of time in passing have taken another of the old timers from the field of the retail meat trade. A. F. Grimm died at his home, 388 Park avenue, New York City, after an illness of several months, on September 12, 1930.

He was born on Oct. 25, 1869, on Upper Broadway, New York City, where his father was one of the pioneer grocers. He was probably one of the best-known and most active participants in the affairs of the retail meat dealers' association in its infancy and over a long period of years.

He was one of the organizers and president for sixteen years of the East Side Branch, United Master Butchers, which later amalgamated with the West Side association, forming the present Ye Olde New York Branch, of which he was the first president. He was treasurer of the National Association for a number of years.

Mr. Grimm was active in the work which resulted in the Sunday Closing Law, in the settlement of the labor strike some ten years ago, and was on the committee which conferred with government officials on the meat situation during the World War. In fact, anything that was for the welfare of the retailer was of paramount importance to Mr. Grimm.

His was one of the high-grade retail shops of Manhattan. He turned his market at 388 Park Avenue, New York City over to his nephew, Harold Grimm, in May, 1929, when he retired.

Funeral services were held on Monday at the Universal Chapel, 597 Lexington Avenue, New York City. Interment was in the family plot in Kensico Cemetery beside his wife, Mae E. Grimm, who passed in February, 1929. Mr. Grimm is survived by a daughter, Mrs. Charlotte J. Werring, two brothers, William and Edward, two sisters, Mrs. Reimels and Louisa Grimm, and nieces and nephews. A host of friends of long standing mourn the passing of a real gentleman from their ranks.

AMONG RETAIL MEAT DEALERS.

The first of the interbranch meetings, held under the auspices of the Brooklyn branches, which included Brooklyn, Eastern District, Jamaica and South Brooklyn, was a great success. Despite the fact that summer heat was still in effect on Thursday evening of last week, the meeting room of the Brooklyn Branch was well filled when President Anton Hehn called the meeting to order. Frank P. Burck delivered the address of welcome. President of Eastern District Branch, Al. Haas, spoke on the fat question, as did F. C. Riester of the same branch. President Chris Roesel of the Jamaica Branch spoke on the licensing of butchers, while W. H. Wild of the same branch gave a very comprehensive report on "Why So Many Failures?" Joseph Rossman, South Brooklyn Branch, spoke on "Chain Store Methods," Al. Rosen, Brooklyn Branch, on general subjects and State President David Van Gelder gave some sound advice. President of South Brooklyn Branch

Harry Kamps spoke on the newly-established credit bureau. Joseph Lehner was in charge of the refreshments. The next interbranch meeting will be held in Jamaica at a date to be announced later. John Harrison is the business manager for these branches.

That Ye Olde New York Branch of Retail Meat Dealers is ready for the fall activities was fully evidenced by the splendid attendance of its membership at the first meeting of the season, held on Tuesday evening, September 16. Visitors included officers and members of the various branches of the State Association and the staunch friend of all, B. F. McCarthy, local representative, U. S. Department of Agriculture, Bureau of Agricultural Economics.

W. F. Gorman, New York representative of Ottenheimer Bros., Inc., of Baltimore, gave a very interesting talk along engineering lines covering refrigerated display cases and their relationship to the new trends that are taking place in the distribution of meats.

Following Mr. Gorman, V. H. Pelz, director of the editorial and research staff of the American Institute of Food Distribution, spoke on "Voluntary Chains and Other Developments of Significance to Meat Retailing". This talk covered the cutting up of fresh, unfrozen meats at the packing house, quick-frozen meat, factory-cut and packaged; changes in distribution which affect the retailing of meats, refrigeration and display.

In his discussion, B. F. McCarthy brought out the necessity of retail dealers keeping their prices in line with wholesale prices and that when reductions are made in wholesale prices these should immediately be reflected in the retail prices. This must be done if the retailer as an independent is to retain his trade in competition with chain stores who immediately take advantage of lowering their prices when a downward trend is made in wholesale prices.

A meeting of the committee for the annual Brooklyn ball on Monday evening of this week elected the following officers: Chairman, Joseph Rossman, South Brooklyn; vice chairman, W. H. Wild, Jamaica; secretary, Gus Fernquist, Jamaica; treasurer, John Hilemann, Brooklyn; chairman program committee, William Helling, Brooklyn. The affair will be held in the Hotel St. George early in February, 1931.

The Jamaica Branch held a clam bake and outing on September 7 at the log cabins of Chris Fischer in Amityville, L. I. Some two hundred were present, many of whom participated in the various sports and ball games. The chefs included Messrs. Kaufman, Schneider and Phil Koch. W. H. Wild qualified as an expert clam chowder maker. As Chris Fischer had a birthday also double celebration was in order.

A lively interest was shown in the affairs of the Ladies' Auxiliary when the first meeting of the season was called to order by President Mrs. H. Werner, jr., last Thursday. It was decided to hold the meetings during the

fiscal year at the Hotel McAlpin. Plans for social events were formulated, the first of these will be held on Thursday, September 25. It will be a bunco and bridge party, the hostesses being President Mrs. A. Werner, jr., and Miss M. B. Phillips.

Some twenty members of the Ladies' Auxiliary were the guests of Mrs. Frank P. Burck on Tuesday afternoon of this week in her home, 213 Dean st., Brooklyn. Bunco was played and prizes awarded to the winners. During the games liquid refreshments were served and later afternoon coffee with all the trimmings. There were present ladies from Crestwood, White Plains, Yonkers, all the way down Manhattan to Brooklyn and Jamaica.

Past National President and Mrs. George Kramer have returned from a vacation in the Adirondacks.

Charles Kramer, president of Kramer Brothers, has returned from a vacation at Patchogue, L. I., where he spent much time fishing.

NEW YORK NEWS NOTES.

J. D. Cooney, legal department, Wilson & Co., Chicago, Ill., spent several days in New York the past week.

C. H. Smith, produce department, Swift & Company, Chicago, Ill., visited New York for a few days the past week.

President Frank M. Firor, Adolf Gobel, Inc., is spending a little time at the Jacob E. Decker & Sons plant of the company at Mason City, Ia.

B. A. Braun, vice president and general sales manager, Jacob Dold Packing Co., Buffalo, N. Y., spent several days in New York and vicinity visiting the branches of the company.

Meat, fish, poultry and game seized and destroyed in the City of New York by the Health Department during the week ended September 13, 1930, were as follows: Meat—Brooklyn, 101 lbs.; Manhattan, 411 lbs.; Bronx, 3 lbs. Total, 515 lbs. Fish—Brooklyn, 77 lbs. Poultry and Game—Manhattan, 219 lbs.; Queens, 35 lbs. Total, 254 lbs.

John A. Burgess, specialist, Bureau of Agricultural Economics, U. S. Department of Agriculture, Washington, D. C., spent a few weeks at Boston relieving the market reporting and grading inspector at that point. He is now visiting in New York, after which he will spend two weeks in Philadelphia and then return to his duties at Washington.

A few changes in the personnel of the various branches of Stahl-Meyer, Inc., have been made. They include Miss T. Krasner who has been transferred from the Otto Stahl Branch to the sales staff of Louis Meyer and Richard Williamson from F. A. Ferris branch to the bookkeeping staff at Otto Stahl. Miss A. Monahan of the Otto Stahl, Inc. staff has just returned to her desk following an illness of several weeks.

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